

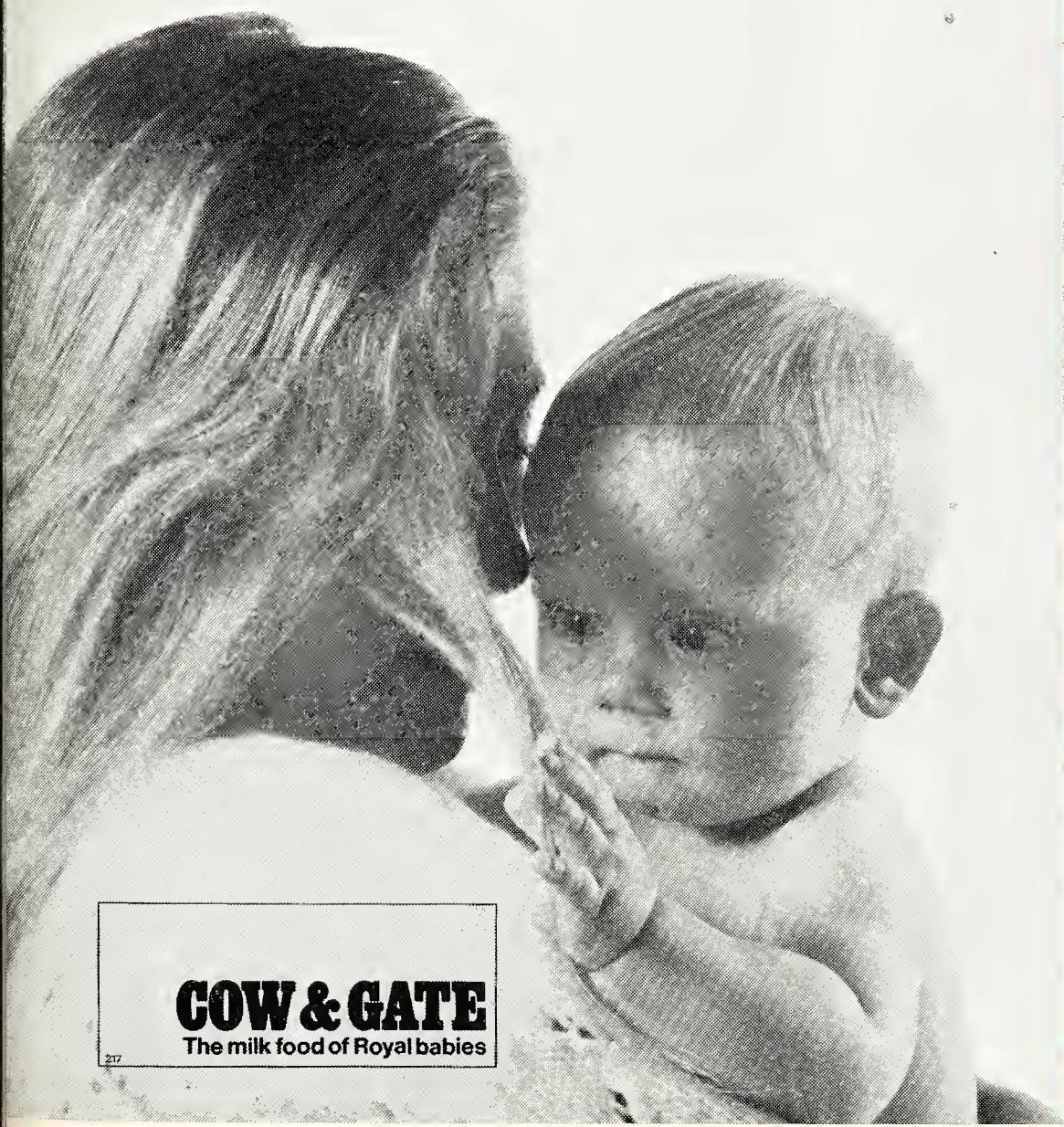
CHEMIST & DRUGGIST

The newsweekly for pharmacy

The Cow & Gate story is a success story

Millions of mothers have now seen the Cow & Gate story in women's magazines. It's in the nursing and medical magazines too. This warm, sympathetic advertising will continue, giving mothers confidence, reassuring them of the good, natural effectiveness of Cow & Gate milk foods. And the same success story will continue.

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Rural area
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'in action'

Meeting this
month on
remuneration

The market
in first aid
products

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Wellcome* insulins

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Dartford, Kent.

CHEMIST & DRUGGIST

112th year of publication Vol. 196 No. 4766

The newsweekly for pharmacy

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Contents ©

Member Audit Bureau
of Circulations**A Benn Group Journal**

A busy corner in the new warehouse of Evans, Gadd & Co Ltd, opened last week at Exeter (see p 34)

Medicines licensing will cost £500,000 in a full year

The initial scale of fees to be paid in connection with licences and certificates under Part II of the Medicines Act, 1968, "should be such as to recover about £300,000 a year," said Sir Keith Joseph, Secretary of State, Department of Health, in the Commons last week.

The full cost of licensing will be about £500,000 a year, he said, and at future reviews it will be the objective to bring the receipts from fees into line with the full cost.

Sir Keith added that the scale of fees "should recognise the position of the smaller firms and be such as to avoid placing excessive burdens on them."

Amended proposals will be put to interested bodies about the detailed provisions to be included in the fees regulations.

Sir Keith had been asked by Miss Joan Hall if he would make a statement about the fees.

He referred to the memorandum on the subject issued last April in which a scale of fees was envisaged that would bring in about £750,000, which, at that time, was estimated to be the annual cost of the licensing operation. The fees structure was on a flat-rate basis including a unit fee of £15 for each branded product.

The main points made in comments received on those proposals included the following:

There was strong objection to the total amount to be paid, and to the principle of collecting the whole cost, including criticisms of the "open ended" nature of an arrangement under which the full cost of expenditure in this field would fall on fees.

Most of the bodies concerned demurred at a distinction between branded and unbranded products.

Bodies representing smaller firms maintained that the flat rate basis imposed an unduly heavy burden on such firms.

In the light of those comments and of discussions with the bodies concerned, the Health and Agriculture Ministers reviewed the whole question and have reached the conclusion that the definition of activities constituting the cost of licensing should be narrowed by excluding:

(a) Those activities which represent a continuation of work hitherto carried on under the

Therapeutic Substances Act, 1956, and the Diseases of Animals Act, 1950, and

(b) One-fifth of the cost of the staff supporting the two Committees which are concerned with advising the licensing authority. This work represents a continuation of the work hitherto carried on under the voluntary scheme.

As a result of these adjustments the estimate of the full cost of the administration of licensing is reduced to about £500,000 a year.

Cost-related in the Lords

A debate on the proposed introduction of cost-related prescription charges was due to be opened in the House of Lords on Wednesday by Baroness Serota, who held office in the Department of Social Security in the last Labour Government.

Independents' precinct

Independent traders including one pharmacist, at Dukinfield, Cheshire, threatened with the loss of their businesses because of a compulsory purchase order, have formed their own company to develop a £75,000 shopping centre.

Work on the 20-unit shopping centre, which will include service roads and car park, is due to begin this month and it is hoped the scheme will be completed by Christmas.

The pharmacist involved, Mr Arthur Peake of J. K. Bowes Ltd, who is a director of the company promoting the venture told *Chemist & Druggist* this week that many of the small businesses in the area had closed down but a nucleus had wanted to remain in business in the locality and had approached the local council and they had granted a 99-years lease of a site about 50 yards away from the old site.

Retailers going into the scheme must provide a mini-



Water laps over the step of the Boots' branch in Market Street, Abergele, during last weekend's flooding (see story below)

Floods hit pharmacies

"It was quite frightening really, seeing a wave of water coming up the street," said Mr D. L. Morgans, an Abergele pharmacist who was among the victims of last weekend's North Wales floods.

Mr Morgans runs three shops in Market Street, the worst hit part of the town.

Although normal business was resumed soon after the weekend, a considerable amount of stock was damaged. Doorways were barricaded with sacks and at one stage Mr Morgans had seven people baling out one shop to keep the water level down.

A branch of Boots Ltd, also in Market Street, was more fortunate. Although some mopping-up had to be done, with a barricaded door the premises were hardly affected.

Water entered the back of many of the shops in the street and in one a woman had to be rescued off a shelf!

More safe use recommendations

The Ministry of Agriculture has issued further "safe use" recommendations for the following compounds used in agriculture and food storage: diquat, fenitrothion, pronamide, tricyclohexyltin hydroxide, dodemorph, dioxacarb, diazinon, aminotriazole, dimetridazole, Negasunt, paraquat, formetanate, trifenmorph, chloroturon, thiophanate-methyl, phosphine : pyrotechnic mixtures, aldrin, dieldrin and aldrin coatings, dichlobenil.

Poisoning and 'safe' containers

Replies to a series of Commons questions about accidental poisoning and the use of "safe" containers by pharmacists and pharmaceutical manufacturers, Mr Michael Alison, Under Secretary, Department of Health and Social Security, said this week:

"Various inquiries now in hand sponsored by, or known to my Department, may throw some light on the proportion of households with lockable safety medicine cabinets, the circumstances in which children are accidentally poisoned and the incidence of serious illness as a result of accidental poisoning from different poisons and drugs. My Department has neither drawn up nor sponsored proposals for field trials of child-resistant containers, but we are considering whether such trials would be justified."

He asserted that the standards of containers used by chemists are primarily a matter for the pharmaceutical profession and the British Standards Institution.

"Several manufacturers, and a few other interested persons, have been in touch with my Department about safety containers, and one manufacturer has asked the Department to increase the chemists' container allowance or to commend such containers to chemists. He has been informed that the Department has examined a number of safety containers but has concluded that the safeguards which they could be expected to afford in actual use would be unlikely to justify the additional expenditure, estimated at rather over £1 m a year, which would be incurred in bringing them into general use in the National Health Service."

Promotion and tax allowances

Mr Patrick Jenkin, financial secretary to the Treasury, on Tuesday refused a request by Dr Shirley Summerskill that the Chancellor of the Exchequer should make promotional expenditure on medicines non-tax-deductible as a business expense.

Dr Summerskill suggested that the allowance encouraged the industry in its practice of spending more on advertising than on research.



Sir Ronald Edwards, chairman of Beecham Group (left), the Earl of Munster, Lord Lieutenant of Surrey, and Mr F. P. Doyle, Beecham Group research director, admire the Queen's Award after the presentation ceremony at the group's chemotherapeutic research centre, Brockham Park, Surrey, on July 2

Chemists' business rose in March-April

Total chemists' business in March-April was 11·6 per cent higher than a year earlier, according to the Nielsen Drug Index. Cash takings increased by 9 per cent in multiples and co-operatives (excluding Boots) and 10 per cent in independents.

Cash sales by large independents were 11 per cent up and those by small independents 8 per cent up.

Total average turnover was £6·9 m, compared with £6·1 m in March-April 1970.

Nielsen points out, however, that the Monthly Digest of Statistics, issued by the Central Statistical Office, shows that in March 1971, prices for "medicines, surgical goods and toilet requisites" were 8·8 per cent up on a year earlier. "This and our own figures confirm that most chemists' volume increases for over-the-counter business were small indeed compared to last year."

Average weekly National Health Service receipts for the two months were as follows (figures for corresponding period of last year in parentheses): Large independents, £382 (£330); small independents, £194 (£168); multiples/co-operatives, £312 (£308).

Average cash sales were: Large independents, £394 (£355); small independents £142 (£132); multiples/co-operatives, £388 (£355).

In large independents, NHS business accounted for 48·1

per cent of total turnover (47·1 per cent last year); in small independents, 51·5 per cent (49·6 per cent); and in multiples/co-operatives, 40·1 per cent (42 per cent).

During March, independents dispensed 87 per cent of NHS prescriptions, an average of 1,936 per shop; the multiples and co-operatives averaged 2,180 per shop (13 per cent of the total). In each case the number was higher than in March 1970, but the independents increased their share of the total by 0·5 per cent.

Toilet tissue market growth

The value of the toilet tissue market has gone up "dramatically" in money terms during the last 12 months, according to Paul Gentles, director of Attwood Statistics Ltd, who have been measuring the market for their clients including Kimberley-Clark Ltd and Bowater-Scott Corporation Ltd. Current figures show the market value at around £30 m and growing steadily.

Biggest changes have been in the hard or manilla paper

and flat packs sector which have declined to some 5 per cent each while soft tissues is presently worth 90 per cent of the total, they claim.

There is strong competition from own label brands in self-service outlets. Sainsbury's hold a national 5·6 per cent of the market in toilet tissues, but hold 11 per cent of this total market in London and South-east England.

In the soft rolls sector, Andrex 18 per cent and Petal 13 per cent are clear brand leaders.

Security and repeat scripts

Advice about security arrangements for the collection of repeat prescriptions from surgeries is to be drawn up by the British Medical Association.

That emerged in a discussion on a Welsh memorandum (see p 51) on prescribing practice.

The General Medical Services Committee of the BMA heard from Dr C. J. Swanson, of Scotland, that doctors did not usually prescribe excessively. He suggested that less than 1 per cent were involved. Dr J. R. Caldwell countered that in England pre-signed certificates and prescriptions lay about the surgery and were often filled in by a nurse or a secretary. There was no need to forge anything. It was only necessary to steal some of the forms.

Roussel denial

Dr Norman Eve, an executive of Roussel Laboratories, has denied that the company is considering supplying safes to pharmacists for the storage of drugs open to misuse — although they had at one time thought of it as a possible safety measure.

The suggestion that Roussel are contemplating such a step was made in the *Guardian* on July 5 in an article dealing mainly with Mandrax and security measures adopted by Roussel.

New Insurance regulations

The Secretary of State for Social Services has made regulations, published on June 29, to enable employers to continue to deduct the employees' share of National Insurance contributions from wages during periods when the sales of National Insurance stamps to the public is interrupted.

COMPANY NEWS

Beecham royalty income recovers

Sir Ronald Edwards, chairman, Beecham Group Ltd, reports that 1970-71 prescription medicine sales continued to increase in the UK and in the pharmaceutical division's overseas markets. Exports from UK increased by 29 per cent over the previous year. Royalty income from overseas licensees recovered from the reduction in 1969-70 and reached a total of £4·1 m.

Concluding the annual report of the group Sir Ronald says that there are problems "some within and others largely outside our control."

"But a balanced view justifies the belief that given adequate and effective research, efficient manufacture and vigorous marketing the group's world-wide growth will continue." (For accounts and dividend see C&D May 29, p 664.)

Evans, Gadd's new headquarters

Evans, Gadd & Co Ltd, held a reception on July 2 to mark the opening of their new building at the Sowton Industrial Estate, Exeter — the first business premises on the site to be occupied. The chairman of Devon County Council and the mayor and sheriff of Exeter attended the reception and afterwards made a tour of the building. Among others attending were representatives of the National Pharmaceuti-

cal Union and chairmen of the local branches of the Pharmaceutical Society.

The ground floor of the premises covers some 37,000 sq ft, and comprises the local distribution warehouse and the clerical and administrative offices, while on the first floor are the company's head office and accounting department.

Evans, Gadd came into existence in 1902 but their history can be traced back to 1790 when a Mr Richard Evans owned a herbalist shop in Fore Street, Exeter.

Employees of the company currently total more than 300 and 40 vans are used to cover the whole of the South-west of England and parts of South Wales.

CIBA-Geigy loan floated

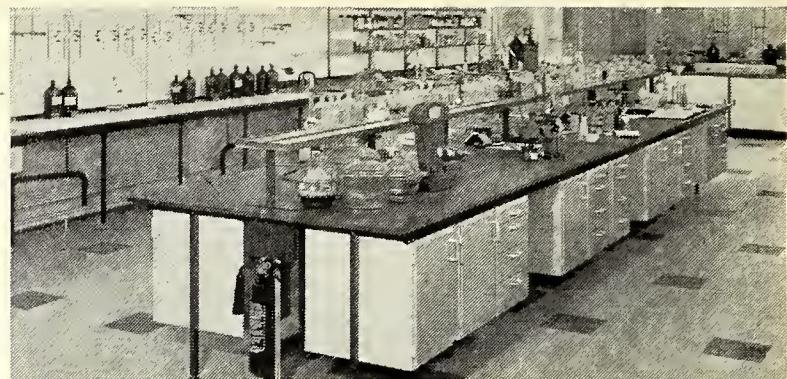
Dealings started on July 6 in the £10m 7½ per cent convertible guaranteed loan stock 1978-91 issued in the UK by CIBA-Geigy (UK) Ltd. All were taken up.

The proceeds will be used for working capital and the expansion of the CIBA-Geigy companies in the UK, including Ilford Ltd, and it is planned to invest about £40m in them over a five-year period and to double annual sales within five to six years from the current £100m.

Laporte had 'difficult year'

The directors' report of Laporte Industries (Holdings) Ltd states that the year ended March 28 was a "difficult" one. Shareholders are told that the road back to a satisfactory level of profitability will be a rough road.

The target set in 1969-70—doubled profits by 1975—is now not considered capable of achievement in that time scale.



The new analytical laboratory at Cox & Co of Brighton which is the first part of a new wing to be completed. The whole extension, containing laboratories, proposed humidity unit, staff canteen and printing room, will be officially opened on July 16 by Mr E. B. Teesdale, director, Association of the British Pharmaceutical Industry

Sangers forecast higher sales

Mr H. T. Nicholson, chairman, Sangers Ltd, says in the annual report that group sales "will increase, perhaps, substantially." Two new branches were opened during the year and two more were planned in the current year to relieve pressure on existing larger branches.

In brief

Sinclair Pharmaceuticals Ltd has been formed by Mr A. J. Sinclair, MPS, and Mr J. F. Sinclair, FBOA, with registered office at Ockford Road, Godalming, Surrey (telephone: 04868 7434). The company is now distributing Caprin, Parabac, Thiodril, Thylin and Visclair (formerly Acdrine) previously distributed by Berk Pharmaceuticals Ltd.

Reckitt & Colman Ltd are re-organising their business in Italy, and as from November all marketing, sales and distribution will be handled by Manetti Roberts SpA, Florence.

L. S. Kinghorn Ltd have acquired the pharmacy of Miss Edna M. Murison, 45 High Street, Strichen, Aberdeenshire.

Pharmax Ltd state that their move to new premises (C&D, May 22, p 625) will be completed by July 12. All departments will then be located at Bourne Road, Bexley, Kent (telephone: Crayford 26551).

Ayrton Saunders & Co. Group net profit for 51 weeks ended February 13, is £37,029 against £22,795 for 52 weeks in previous year, after tax of £23,734 (£14,991). Dividend declared is 6 per cent (5 per cent).

Harrods Chemists Ltd have moved to 150 Gt Homer Street, Liverpool 5 (telephone: 051-207 0042).



Mr W. N. Boorne, chairman and managing director, Evans, Gadd & Co Ltd showing visitors an assembly line in the company's new warehouse

Appointments

Bellair Cosmetics Ltd, have appointed Mr Roy Howett their marketing director.

Lepetit Pharmaceuticals Ltd: Mr Ross Whiddon has been appointed to the newly created post of area business manager for Australasia. Mr Whiddon read chemistry at the University of New South Wales, gaining a BSc degree.

International Chemical Co Ltd have appointed Mr John Vale their national sales manager. He joins the division headed by Mr Eric McGregor, who was recently appointed marketing director.

Smith, Kline & French Laboratories Ltd have appointed Mr Alan Sanders (28) general manager of their animal health division.

A member of the Pharmaceutical Society and an associate member of the British Institute of Management, Mr Sanders joined SK&F seven years ago after gaining a First Class Honours degree at Chelsea College of Pharmacy. From his initial position of product pharmacist, he became manufacturing manager and later project manager.



PEOPLE

Mr Terence McCarthy, managing director, Thermos Ltd has been on a four-week export sales trip to America, New Zealand, Australia, South Africa and Nigeria. He returns to London on July 10.

Mr McCarthy believes that the company's outstanding export record (they obtained the Queen's Award to Industry recently) results from a policy of studying each country in terms of competition and customer requirements in design, colour and price.

Mr George L. Black, home sales manager, Macfarlan Smith Ltd, has retired after 48 years' service. He joined T. & H. Smith Ltd at the age of 15 and was at first associated with its wholesaling activities. As a former stock-taker he is well-known to many retail practice pharmacists in Scotland. Later he transferred to bulk sales and was appointed home sales manager on the formation of Macfarlan Smith in 1960.

At present Mr Black is convalescing following an illness whilst on holiday, which necessitated a period in hospital in Edinburgh. He was unable to attend a presentation ceremony which had been arranged to mark his retirement. His address is 44 Clerk Road, Penicuik, Midlothian.

Mr Percy Roche, after 41 years' service to pharmacy, has retired from *Retail Chemist* at the age of 70. He was assistant editor of the publication when the first "dummy" issue appeared in 1929, and became editor in October 1937. From then till January 1966 he produced every monthly issue. In 1951 he started the paper's price list and edited every issue up to and including the decimal currency issue in February this year.

Deaths

Caplin: As announced (C&D, July 3, p 10), Mr J. S. Caplin, joint managing director, Rimmel Ltd, died suddenly on June 16.

Mr Robert Caplin, chairman, writes: Jack's association with Rimmel extended over 20 years and it is impossible to set a value on the great part he played in the development and growth of the company throughout that period. His

selflessness, his gentleness and his deep human sympathy, his unfailing good humour, his courage, and his enormous capacity for unremitting hard work, will be a treasured memory of all who had the good fortune to be associated with him.

Roberts: Recently, Mr George Norman Roberts, MPS, 94 Sea Place, Goring-by-Sea, Worthing. *Mr J. E. Jeffery, Carshalton, Surrey*, writes: Norman Roberts was a medical representative for Burroughs Wellcome & Co from the year he qualified, 1928, until his retirement in 1967. His area was Surrey and Sussex. For a long time before his retirement, Norman was the doyen of representatives in his area where his many friends in the pharmaceutical and medical professions will join his colleagues in the company in mourning his passing. He bore the suffering of his last illness with characteristic fortitude and undimmed faith. Our sympathy goes to his wife and daughter.

Shanahan: On June 17, Mr John Shanahan, of Kerryview, Castleisland, co Kerry, one of the best known pharmacists in the South. Mr Shanahan, who had his own pharmacy in Castleisland qualified in 1924.

NEWS IN BRIEF

□ The 1971 Conference of Scottish Pharmacists will be held at the Golden Lion Hotel, Stirling, on November 14. Two sessions will be devoted to "The influence of the Statutory Committee on the professional conduct of the pharmacist" and "The pharmacist's responsibilities and functions in relation to the public benefit."

□ The Federation of Pharmaceutical Manufacturers' Associations of Japan and the Proprietary Association of South Africa have been admitted to membership of the World Federation of Proprietary Medicine Manufacturers. The World organisation already represents most countries in Western Europe (including the UK), the USA and Canada.

□ Aspirin and related drugs act therapeutically by blocking the synthesis of prostaglandins which are now known to be involved in inflammation reactions. The theory is put forward by Professor J. R. Vane, head of the department of pharmacology at the Institute of Basic Medical Sciences of the Royal College of Surgeons.

Topical reflections By Xrayser

Pre-registration

The problems posed by the changes in pharmaceutical education, brought about by the long course of training in the universities and the change of emphasis in the manner of training, have been making their presence felt in recent years.

Attempts are made, from time to time, to come to terms with the new circumstances, and the recommendations of the working party constitute one more step forward toward a solution — though I should be surprised if what is now before us is the ultimate. No matter what is put forward, the fact remains that, however thorough the training in pharmaceutics during the course leading to graduation, the knowledge acquired is divorced from practising conditions.

The report begins by stating that the current first degrees include academic training and examination in many aspects of pharmaceutical practice which were formerly the province of the pre-graduate apprenticeship. And that is precisely my point — the training and examination are academic. I have some little experience of the new graduate, and while I respect and envy his wide knowledge, I have found that it is only with difficulty that he seems to be able to relate that depth of learning with the day-to-day duties he is asked to perform. And it seems to me to be quite academic to split hairs over whether the prescribed pre-registration is described as "training" or "experience".

There must, in my opinion, come a time when the student is able to relate his course of study to the actual practice of pharmacy at a much earlier stage of his career, and on a continuing basis. How that is to be accomplished I know not, but of its absolute necessity I am thoroughly convinced. Consequently, in spite of all the hard work that has gone into the preparation of the report, I cannot but regard it as an interim measure.

The outside world

On the other hand, I have considerable sympathy with those entrusted with the teaching of our students. They are not quite so cloistered as perhaps the above might suggest. They are dedicated to training pharmacists to a standard hitherto unknown. But for what? They do not spend their whole lives immured in monastic seclusion. Indeed, some that I know have homes of their own, and on their way there they inevitably pass a number of pharmacies.

Do they, I wonder, ask themselves the purpose of their teaching? Do they, perhaps, wonder where the difference lies between an establishment which sells kitchen utensils, stainless steel ware, clocks and umbrellas, together with drugs, and one which sells drugs, together with kitchen utensils, stainless steel ware, clocks and umbrellas? And what is a "glass riser" (last week, page 11)? It should have some connection with isobars, but I have a feeling it has not.

The morning mail

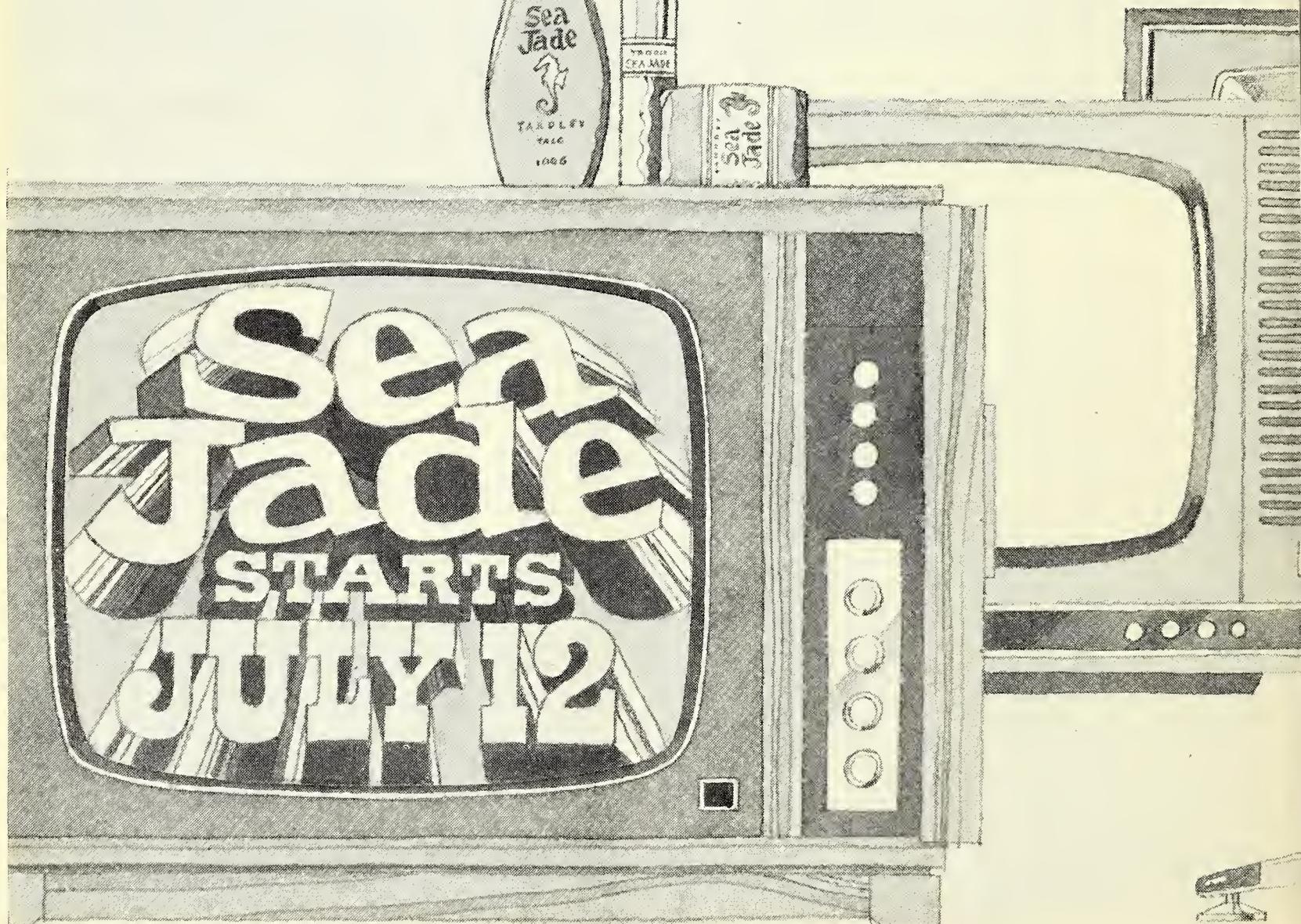
The red dalek has struck again. It arrives at regular intervals like some message from outer space . . . red, on a black background . . . more and more often it comes. It seems to convey a message of doom — silent, remorseless, inexorable, awful. And it has a hole right through it. I don't know what it is, but the repetition is causing anxiety, depression and psychosomatic disorders. When will it stop? Are any of my colleagues having the same experience? *Ora pro nobis!*

5 COLOUR SETS when Yardley appears

**Sea Jade on TV
starting 12th July.** (See first showing between 10.15—10.45 pm)

Featuring Mini-Spray, Talc, Creme Bath and Soap, the Yardley Sea Jade commercial will appear on TV in peak-time spots spread over four weeks. Shown nationally. That means literally millions of women will see it.

Also, starting 12th July, the great Yardley TV competition. Between then and the end of the year, five different Yardley commercials will appear on TV. Watch closely and you could win one of the terrific prizes.



TO BE WON on TV.

It's great fun to enter, great fun to watch. And it's going to sell a lot of Yardley.

Please read the competition rules carefully:

RULES The competition is open only to official Yardley stockists in the United Kingdom.

Relatives of and employees of the Yardley company and/or Yardley agencies are ineligible.

1 Prizes will be awarded to those competitors who, in the opinion of the judges, have submitted the correct order and composed the most apt ending to the sentence.

2 Only one entry per stockist will be allowed. Entries should be posted to: Television Competition, Yardley of London Ltd., 33 Old Bond Street, London W1X 4AP, by 31st December 1971.

- 3 No responsibility shall be taken for entries lost, delayed or damaged in the post, and proof of posting will not be accepted as proof of delivery.
- 4 Winners will be notified by post.
- 5 All entries become the property of Yardley of London Ltd.
- 6 Closing date for receipt of entries will be 31st December 1971.
- 7 Judges will be appointed by Yardley of London Ltd. and their decision is final. No correspondence can be entered into.
- 8 By entering the competition, competitors shall be deemed to have accepted and agreed to abide by the rules.

MINI SPRAYS CAPRICE SEA JADE COUGAR
SOUL SHIMMER LIPSTICK

Each of these Yardley commercials features one of the items listed below:

a. Waterfall_____	d. Backless Dress_____
b. Gazebo_____	e. Restaurant_____
c. 'Tame it's not'_____	

Just indicate beside each item which commercial it appears in. When you have done this complete the phrase 'Yardley advertise on television because_____'.

Name _____ (not more than 24 words)
 Address _____

CDI

NEW PRODUCTS AND PACKS

Over-the-counter medicinals

Cerumol equivalent

To meet requests from chemists for a Cerumol equivalent that could be sold over the counter, Laboratories for Applied Biology have introduced Cerumenol.

The Cerumenol formula is stated to be identical with that of Cerumol and the sage green pack carries the cautionary notice "Not to be used when there is inflammation of the ear. If the ear is painful or discharging a doctor must first be consulted."

It is claimed that, as a result of the 20p prescription charge, an increasing number of customers are attempting to purchase Cerumol. New Cerumenol is issued in 11 ml pack (£0.27). (Laboratories for Applied Biology Ltd, 91 Amhurst Park, London N 16.)

First aid

Four outfits in new range

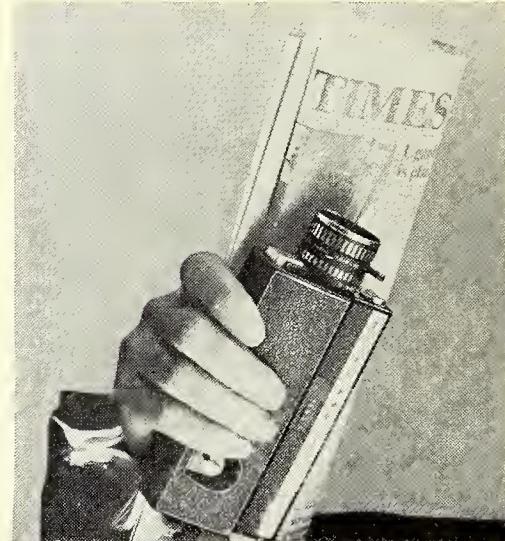
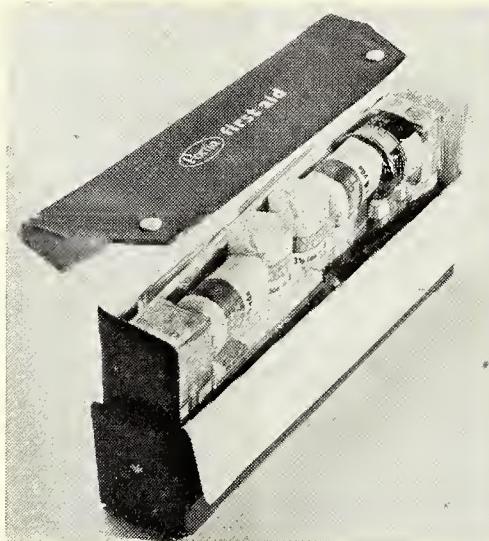
There is a big nation-wide market for first-aid outfits say Cuxson, Gerrard, but chemists are however, losing much of the business to other outlets because they rarely display them. Cuxson, Gerrard add: "We are introducing a new range of outfits which are especially attractive on display and should enable chemists to develop their sale in this field and establish themselves as the local first-aid shop.

Four outfits are presented in reinforced plastic cases with gold lettering except the RAC kit which has white lettering.

Model A210, the "handy pack" (£1.10) is in blue plastic; A211, the "travel pack" (£1.30) in dark red; A212 the "senior" (£2.10) is again in blue; A214 "RAC, Car & Home" (£2.20) is in the club's standard colours. (Cuxson Gerrard & Co Ltd, Fountain Lane, Oldbury, Warley, Worcs.)

Handy pvc case

Recently Solports introduced a first-aid case, No 1220 (D180) (£2.25). The red pvc case is stiffened, white blocked with press stud, fastened and is complete with dressings. The case, which measures 11 x 5 x 2 in, includes one absorbent gauze (1 sq yd), a plain lint dressing No 9 and one No 8. Two packets of cotton lint



½ oz, and a triangular bandage. One bandage 3 in and two 2 in and two 1½ in. A finger dressing No 7, one tin of plaster, one tube containing 12 aspirins, one tube of first-aid cream and a pack of 17 assorted plasters. (Solport Brothers Ltd, Portia House, Goring Street, Goring-by-Sea, Sussex.)

For baby

A natural angle

The new Corecto feeding bottle (£0.27½) has been designed after considering the angle of the baby's head when feeding at the breast.

The angle of the bottle neck ensures the teat is constantly full until the end of the feed and this, the makers claim, reduces the risk of wind, colic and other digestion problems. A special display dispenser holding 20 Corecto bottles in full colour packs is available from wholesalers. (Pegar Products Ltd, 109 Portland Street, Manchester M1 6ND.)

Cosmetics and toiletries

Cedar Wood hair spray for men

In the belief that there are men about who would like their hair in place but jib at the thought of achieving this by applying layers of oil or grease, Cedar Wood hair spray for men (£0.45) was launched, say Goya.

Cedar Wood hair spray is non-oily and non-greasy. The spray is fine, invisible but effective. "It will hold hair in place for hours." Packaging is in line with other

items in the Cedar Wood range. (Goya, D. R. Collins Ltd, Badminton Court, Amersham, Bucks.)

Blue Carnation range

Roger & Gallet are launching a new fragrance on the British market, Blue Carnation, described as "a spicy carnation with fresh top notes."

The range consists of spray Cologne 55 cc (£1.25), eau de toilette 4 fl oz (£1.55) and 2 fl oz (£0.95) and perfumed hand soap, individually pleat-wrapped tablets, three to a box (£1.12). (Roger & Gallet Ltd, 16 Lettice Street, London SW 6.)

Hypo-allergenic trio

Almay have brought out a new foundation, Near Nude make-up (£0.98) that is claimed to be both fashionable and hypoallergenic.

Available in six skin shades: Soft beige, soft peach, soft rachel, soft honey, soft moon beige and soft sun beige. There is also Almay's Near Nude bronzing gel (£0.75) that is available in three shades: golden, tawny and bronze.

The third item is Almay's Near Nude liquid blush (£0.50) in pink and peach for anywhere a blush is desired. (Almay Cosmetics, 9a New Bond Street, London W 1.)

Repair for split hair ends

Mennen have launched Protein 21, a new shampoo which is stated to have a unique formulation that claims to repair split ends. The product is available in sachets

(£0·05) and in attractive plastic bottles containing either 50cc (£0·17) or 100cc (£0·28). Protein 21 is made in three formulas by hair type—regular, oily and dry. (Mennen (UK) Ltd, Mennen House, Marlow, Bucks.)

Photographic

The Bolex compact

For the pocket or handbag and always ready for action is how Johnsons of Hendon describe the new Bolex Compact 233 Super 8 cine camera (£66·79). It measures 7 x 3 x 1½ in. The lens is an eleven-component Bolex zoom with a range from 9 to 30 mm (x 3·3) and an aperture of f1·9. There is automatic exposure with a manual over-ride of +1 stop for unusual conditions or special effects. The eyepiece of the reflex viewfinder is adjustable from +3 to -3 diopters and, if the light is not suitable for filming, a signal appears. The camera is pictured opposite with *The Times*.

A lens rod, cable release and wrist strap are included. (Johnsons of Hendon Ltd, 335 Hendon Way, London NW4.)

PROMOTIONS

Gibbs relaunch SR with new formula and flavour

A "deep-cut" money-off promotion, and "revolutionary" advertising are being used in the re-launch of Gibbs SR toothpaste.

The relaunch is the culmination of three years' technical and consumer research in the toothpaste market. Gibbs have given their major toothpaste an up-to-the-minute formula and an "outstandingly successful" flavour—the first major change that has been made to the product in the past five years.

The packaging has been radically updated. The pack, while still recognisable as SR, is livelier than the old design, the basis being a realistic water droplet pattern that appears on the carton and the tube. Tests of this packaging showed a majority of three to one preferring it to the old design.

Strongest promotion is the money-off packs. This is a trial offer only, but while stocks last flashed packs with 3p, 4p, 6p and 7p off the recommended price will be available. It is intended to encourage the widest possible consumer sampling.

The television commercial brings in a number of "new ideas," utilising snow, pretty girls and an ice block that explodes to reveal a tube of SR inside—the central theme of all the advertising, including point-of-sale material.

A major market research survey found that 63 per cent of toothpaste users brushed their teeth first thing in the morning (before breakfast) to clear away the stale taste in their mouths. This is the market new SR is aimed at, the existing product already being identified as the "freshness" brand.

A free 35-g trial size of Elnett Satin hairspray will be banded to packs of Recital hair colouring until August 27. During the promotional period there is a trade bonus, in the form of free goods. (L'Oreal, Berkeley Square House, Berkeley Square, London W1A 1BX.)



'Holiday special' on Wilkinson

Wilkinson Sword are offering a special price for the Wilkinson Sword razor to encourage holiday-time purchase. It will last while stocks of the promotional pack are available. Usually retailing at £1·25, the razor will be offered at a suggested selling price of £0·99.

Special point-of-sale material has been designed, consisting of a head-board sticker for the six razor display unit and a holiday price flash on each carton. (Wilkinson Sword Ltd, Sword Works, Southfield Road, London W4.)

Fresh & Dry uses three media

Television, Press and cinema—all three media are currently being used by Bristol-Myers to advertise Fresh & Dry with Natural Herbs.

The visual theme features the hands of an artist putting the final delicate touches to the floral motif of the packaging, while the voice over and the copy quietly stress the herbal message. The campaign is geared to reach a target audience of 16-24 year old girls. (Bristol-Myers Co Ltd, Stamford House, Station Road, Langley, Bucks.)

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; Cl = Channel Islands.

Anadin: Ln, M, WW, A

Andrews Liver Salts: All except M, U, E

Band-Aid washproof plasters: Ln, M, Sc,

WW, Sc, G

Body Mist: All except E

Brylcreem: All except Sc, B, G, Cl

Cool Charm: Ln

Fiesta household towels: Ln, Sc

Free & Lovely: All except E

Intimist: All areas

Iron Jelloids: NE

Lucozade: All except E

Macleans Freshmint: All except E

Macleans White Fluoride: Sc, B, G, Cl

Mum Rollette: All areas

Optrex eye lotion: Ln, M, Y, WW, So, U, We, B, Cl

Polaroid cameras: All except E

Silvikrin hairspray: All except E

Sweetex: Sc, NE

Syntex skin care range: Cl

Vosene: All except E

Yeast Vite: All except E

PRESCRIPTION SPECIALTIES

BIOTREN powder

Manufacturer Carlton Laboratories (UK) Ltd, 11 Shelley Road, Worthing, Sussex

Description Antibiotic dusting powder containing in 1 g: glycine 10 mg, zinc bacitracin 250 units, neomycin sulphate 5 mg, L-cystine 2 mg, dl-threonine 1 mg and base

Indications For application to minor wounds, burns, most skin infections, leg ulcers, lacerations and pressure sores

Contraindications Should not be used in the treatment of fungal infections

Pack Puffer bottle of 15 g (£0·25 trade + PT)

Supply restrictions Therapeutic Substances Act
Issued July 1971

KOLANTICON wafers

Manufacturer Merrell Division, Richardson Merrell Ltd, 20 Saville Row, London W1X 2AN

Description Orange-flavoured wafers each containing 5 mg dicyclomine hydrochloride, 240 mg dried aluminium hydroxide gel, 175 mg magnesium hydroxide and 20 mg dimethylsiloxane.

Indications Dyspepsia, whether due to flatulence, acid, hypermotility, spasm or any combination of these

Contraindications Hypersensitivity to dicyclomine hydrochloride

Dosage One to two wafers every 3 to 4 hours, or as directed

Precautions Caution is advised in patients with, or suspected of having, glaucoma. Magnesium salts in the presence of renal insufficiency may cause central nervous system depression, and aluminium hydroxide may cause phosphorus deficiency if there is a low phosphorus diet

Side effects Dicyclomine may cause dry mouth and rarely blurred vision or dysuria. Complaints of fatigue and dizziness have also been attributed to this substance

Pack 100 wafers (£0·94 trade)

Issued July 1971



TRADE NEWS

Some Terramycin prices reduced from July 12

Pfizer Ltd, Sandwich, Kent, announce the reduction in price as from July 12 of certain Terramycin preparations. The new prices are: Terramycin capsules 250 mg and tablets 250 mg, 16 £0·54; 100 £3·21; 1,000 £30·97; Terramycin tablets 100 mg, 25 £0·40; 100 £1·49; Terramycin S.F. capsules, 16 £0·56; 100 £3·34; 1,000 £32·15. Credit is not being given on this occasion for price differences on shelf stock held. Prices of certain other products are also being increased at the same date. Details of the new prices will appear in next week's supplement.

New sanitary towel

Cuxson, Gerrard & Co have introduced New Sylvia, a disposable sanitary towel which is available with either traditional loops (£0·11) or with tab ends (£0·14½). New Sylvia tab-end towels are presented in holly green and yellow-orange bags and the loop end packs are in kingfisher blue and magenta. Two showcards are available, a large one, brightly printed in full colour silk screen, and a smaller one showing prices. (Cuxson, Gerrard & Co Ltd, Fountain Lane, Oldbury, Warley, Worcs.)

Glybron change

Carlton Laboratories (UK) Ltd, 11 Shelley Road, Worthing, have now taken over the product Glybron previously owned by R. A. Cripps & Son Ltd. It will be re-introduced with a bonus offer in the autumn, but small stocks are at present available.

Northern Star packaging

The Northern Star heating pad (£5·45) is now in the familiar attractive Northern Star packaging. The pad has a washable cover, and Northern Blankets Ltd, Vine Mill, Royton, Oldham, Lancs, have also given it a unique four-position push-button switch supplying three degrees of warmth.



Aladdin Escort redesigned

A new design has been adopted by Aladdin Industries Ltd, Greenford, Middlesex, for their Escort vacuum flasks. The new look comes in a choice of three main colours: blue, brown or red.

Aladdin Escort models have metal jackets matched with a white cup and stopper in polypropylene, and are in two sizes, 16 oz (£0·50) and 32 oz (£0·77). This new design is now available and has been accepted by the Council of Industrial Design for the Design Centre, London.

Genticin-based drops

To overcome any confusion that may exist, Nicholas Laboratories Ltd, 225 Bath Road, Slough, Bucks, state that there are two ear drop products based on Genticin (gentamicin). They are Genticin eye/ear drops—a sterile solution of gentamicin sulphate which is congruent to 0·3 per cent gentamicin, and Gentisone HC ear drops, sterile suspension of 1 per cent hydrocortisone in an aqueous solution of gentamicin sulphate which is congruent to 0·3 per cent gentamicin.

Urispas supply position improved

Syntex Pharmaceuticals Ltd, St Ives House, St Ives Road, Maidenhead, Berks, say that the difficulties which some prescribers and pharmacists have found in obtaining adequate supplies of Urispas should now be ended. They were caused by demand outstripping initial production capacity.

In response to requests received from doctors and pharmacists, future batches of the white, sugar-coated tablets will be over-printed "Urispas" to facilitate identification.

Ayerst in Britain

Ayerst Laboratories Ltd, Forge Court, Yateley, Camberley, Surrey, a sister company of Ayerst, McKenna and Harrison of Montreal, the largest Canadian pharmaceutical company, has recently set up in Britain and has taken over responsibility for marketing Premarin, Phospholine iodide and Fluor-i-strip.

Other products are in process of registration and will be introduced gradually to the medical profession. The company's research concentrates on oestrogens and

other steroids, psycho-therapeutic drugs and coronary vasodilators.

Managing director is Mr D. Wren, and the chief pharmacist is Mr J. C. Mountain.

Karvol repackaged

Crookes Laboratories, Telford Road, Hounds Mills Estate, Basingstoke, Hampshire, announce the introduction of a new presentation to replace the current tin of ten Karvol capsules. It is a cardboard skillet containing the Karvol capsules in a push-through bubble-pack format. It is not intended to withdraw the existing pack and the new pack will soon be supplied by wholesalers when the old packs are exhausted. The five hundred dispensing pack remains unchanged.

Signs for the 70's

When a company requires "a sign to warn, direct, inform, identify or prevent accidents" Bribond Signs Ltd, Victoria Road, Burgess Hill, Sussex, say they can provide a suitable one. A price list of standard signs is available.

New Knight's Castile

The formulation of new Knight's Castile toilet soap is said by the manufacturers, Lever Bros & Associates Ltd, Port Sunlight, Birkenhead, to make it longer lasting (better value for money) and give an increased volume of lather. It has a distinctive new wrapper, a new perfume and is now available in a 7 oz family size.

Advertising support for the rest of 1971 will be the biggest ever for the brand. The new brand slogan "Knight's Castile—pure and simple—for all the family" will feature in new 30-second colour television commercials. There are three sizes, family (£0·13½), large (£0·10), and small (£0·6½).

Being repackaged

Fisons point out that Velvetone products are being repackaged and supplies of Velvetone autumn/winter in the new designs will be available during the coming months. They suggest that retailers should try to "eliminate" stocks of current packaging by "in-store displays at the end of summer."

An addition to the range of peats offered by Fisons Ltd, Harston, Cambridge, is British moss peat, a light compressed sphagnum variety for use as a soil conditioner. Available in one size only 6 cu ft weighing approximately 75 lbs (£1·64). An introductory bonus is available through representatives.

Trade shows next week

Birmingham

Midland Hotel, July 12-15, Bronnley & Co Ltd, July 13-15, Fabergé Inc.

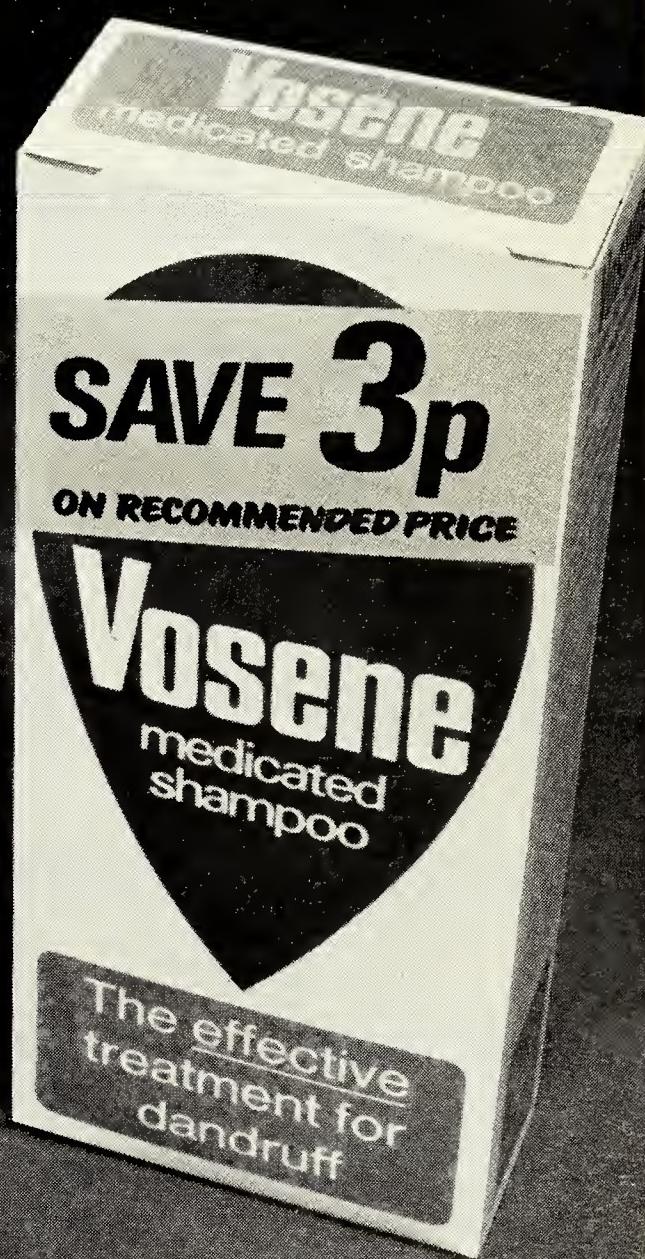
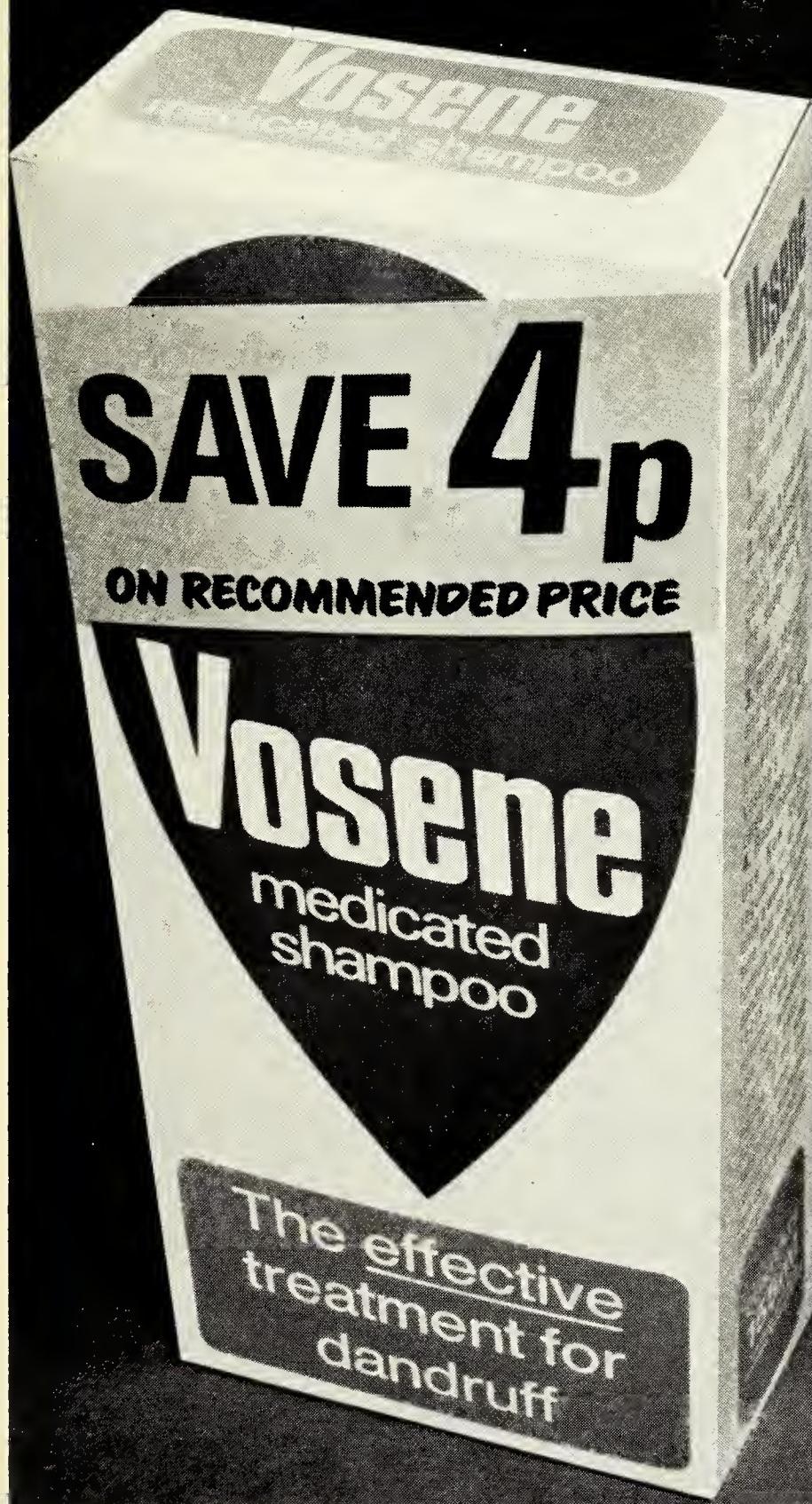
Brighton

Metropole Hotel, July 11-16, Shulton (Great Britain) Ltd, July 12-16, Columbia Products Co Ltd, Richards & Appleby Ltd, July 12-15, Bronnley & Co Ltd.

Bonus offers

Rapidol Ltd, 32 Dover Street, London W1. Inecto Peach Nut Oil shampoo and conditioner. Bonuses to achieve up to 25 per cent discount, until October.

SOMETHING TO GET IN A LATHER ABOUT



BRITAINS NO1 MEDICATED SHAMPOO

We've broken the silence about sanitary towels.



WEEKLY CHANGES AND ADDITIONS

To June Quarterly Price List

THE CHEMIST & DRUGGIST Price List Service

To ensure accurate pricing, look first in this supplement under This Week's Changes and Stop Press followed by the Cumulative Section commencing on p 1. If the price you are seeking does not appear in this supplement, refer to the Quarterly List. Discard earlier supplements.

Trade prices are given per unit unless otherwise stated. Bold upright figures (0·14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0·14) is manufacturer's recommended price. Light upright figures (0·14) is a suggested guide. A=Price advanced. R=Price reduced. ●=New entry. D=Delete. C=Correction. I=Insert.

	Trade £·p	Tax £·p	Retail £·p
2-Minute Magic (385 DG)			
116cc	0·39	0·21	0·81
10 Hour (333 Cupal)			
powders	0·865dz	0·29dz	0·13½
Abstem (746 Lederle)			
tablets	100	1·42	0·521
Abunda (385 DG)			
cream	14cc	0·42	0·23
Actifluor 3-18 (1341 Willows)			D
Actifluor 3-18 (1335 Wigglesworth)			D
Actifs (1521 Pharm Dis)			D
Actifs (1521 Pharm Dis)			I
capsules	4·26dz	1·68dz	0·75
Adaptoplast (339 CG)			
dressings			
125 pieces asst.	M95	0·625	—
150 pieces asst.	M304	0·45	—
pieces 150 × ¾ × 2½	M304M	0·45	—
island dressing			
150 × ¾ × 1½	M97	0·479	—
strip			
¾in × 5yd	M266	5·60dz	—
lin x lyd	M272	1·59dz	—
lin x 5yd	M268	7·95dz	—
Adona (60 Arden)			
cream	101·02	—	1·25
Adventure (545 Grossmith)			
perfume	4cc	3·12dz	1·67dz
Agfa (16 AGL)			
chemicals			
Neutol NE		0·26½	I
liquid		0·63	
		0·26½	
Neutol 66		1·26	
films			
Dia direct reversal			
35mm 36 exp.			
filters, 25, 30, 32mm			
35·5mm		2·34	
46mm		2·58	
		3·27	
Agfacolor (16 AGL)			
chemicals			
film bleach bath		0·56½	
film developer 5		0·48	

Simple Soap

Now the only big-profit-big-volume toilet soap for sensitive skins you can safely recommend.

9p & 15p Nationally Advertised

	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
film fixing bath	—	—	0·51				
paper bleach fix bath	—	—	1·11				
paper developer	—	—	0·56½				
paper stop bath fix	—	—	0·47½				
projectors 50	—	—	20·90½				
automatic 50	—	—	40·74½				
case	—	—	3·09				
negative film CNS							
standard cassette							
35mm 12 exp.	—	—	0·53				
20 exp.	—	—	0·65				
36 exp.	—	—	0·89				
126 20 exp.	—	—	0·71				
126 12 exp.	—	—	0·57				
Rapid	—	—	0·57				
roll film 127, 120, 620	—	—	0·48½				
reversal film CT18							
126 20 exp.	—	—	1·36				
35mm cassette 20 exp.	—	—	1·36				
36 exp.	—	—	1·96				
Rapid	—	—	1·09				
roll film 127, 120, 620	—	—	1·00				
8mm cine CT135 25ft.	—	—	1·65				
8mm cine CK.17 super 8	—	—	2·00				
8mm Moxex cassette	—	—	2·15				
16mm cine spool 100ft.	—	—	4·69				
Agfalu (16 AGL)							
flashgun KM	—	—	6·06½				
CK & CM	—	—	3·83½				
CI outfit	—	—	5·42				
Agfascop (16 AGL)							
viewer	10	—	5·35				
	20	—	7·92½				
Agfatrone (16 AGL)							
flash guns	140A	—	23·38½				
	160A	—	29·13				
	220A	—	40·79				
Agrosol (17 Agroline)							
tablets	100	0·30	—				
Airwick (671 Jeyes)							
aerosol mists	16oz	1·90dz	0·20				
old sizes	—	—	—	D			
Alberto Culver (24 ACC)							
VOS hairspray	300g	5·55dz	3·05dz	0·90			
Albion (339 CG)							
cotton wool							
carton	1oz	0·47dz	—	0·06			
	4oz	1·22dz	—	0·13½			
	1lb	0·32	—	0·42			
paper wrapped	2oz	0·74dz	—	0·09			
	8oz	2·10dz	—	0·23			
	1lb	0·30	—	0·40			
Albucid (187 B5)							
eye drops ½s4B							
10% 10ml	—	0·23	—	0·34½			
20% 10 ml	—	0·24	—	0·36			
30% 10 ml	—	0·25	—	0·37½			
eye ointment ½ 4 g	—	0·10	—	0·15			
6½ 4 g	—	0·12	—	0·18			
10% 4 g	—	0·13	—	0·19½			
nasal spray	—	—	—	D			
Algesal (894 Nicholas)							
tube	40g	0·14	0·05	0·26			
Allcock's (31 AP)							
(distributors 1377 R & A)							
porous plasters	—	0·812dz	0·283dz	0·12			
Allergilac (307 C & G)	12oz	5·20	—	0·29			
	(2doz)	—	—	—			
Allinson (40 Allinson)							
dried yeast	4oz	3·93	—	0·13½			
	(3 dz)	—	—	—			
Almevax (208 BW)							
10 dose vial	—	8·90	—	13·35			
Alopecinin (1521 Pharm Dis)							
½s4B pomade	1oz	9·92dz	3·80dz	1·49			
tablets	30	9·92dz	3·80dz	1·49			
Amami (105 BTD)							
styling lotion	80cc	1·16dz	0·64dz	0·18			
Amytal (413 Lilly)	½s4A						
Pulvules with ephedrine	100	0·33	—	0·50	I		
Anacal (1490 IAPS)							
ointment	—	0·82	0·30	1·53			
suppositories	—	0·51	0·187	0·95			
Anapax (848 Minnesota)							
cold sore lotion	5ml	1·00dz	0·367dz	0·15			
cold tablets	12	1·33dz	0·488dz	0·20			
	24	—	—	—	D		
cough linctus ½							
adult	55ml	1·90dz	—	0·22½			
	110ml	3·15dz	—	0·37½	D		
child's	110ml	—	—	—			
junior pain reliever	60ml	1·68dz	—	0·20			
Andre Philippe (48 AP)							
bubble bath	—	4·00dz	1·465dz	0·63			
gift set trio	33	3·40dz	1·245dz	0·53			
slim diamond	14	7·20dz	2·64dz	1·13			
continental	35	—	—	—			
Cologne	—	3·00dz	1·65dz	0·53			
slim diamond	24	6·60dz	3·63dz	1·13			
Cologne/lavender	34	—	—	—			
Anectine (208 BW)							
(distributors 218 Calmec)							
Insert ½s4B							
Anethaine (518 Glaxo)							
cream	20g	0·11	—	0·15			
Animalintex (1073 Robinson)							
poultice dressing (vet)	—	2·50	0·917	—			
	(10/12dz)	(10/12dz)	—	—			
Antoin (311C)							
tablets	20	0·10	0·036	—			
	50	0·19	0·07	—			
	dp 250	0·80	—	—			
Anusol (1310 WW)							
suppositories	12	2·08dz	0·763dz	0·30			
Apple Blossom (596 HR)							
bath essence	3303	—	—	1·20			
cubes	3321	—	—	0·75			
creme perfume	3032	—	—	1·35			
deodorant spray	2422	—	—	0·80			
anti-perspirant	2433	—	—	1·05			
dusting powder	3208	—	—	1·75			
drum	3212	—	—	0·80			
spray bottle	3233	—	—	0·85			
sprinkler flask	3233	—	—	1·35			
foaming bath oil	3356	—	—	0·80			
hand lotion	3344	—	—	1·35			
perfume	3111	—	—	2·40			
concentrated	3013	—	—	1·20			
perfume mist	3122	—	—	5·00			
crystal bottle	3002	—	—	1·10			
skin perfume spray	3022	—	—	2·10			
refill	3023	—	—	1·15			
soap, complexion, three	3333	—	—	0·90			
bath, three	3336	—	—	1·35			
solid fragrance stick	3020	—	—	0·95			
splash Cologne	3056	—	—	0·95			
stroke on perfume	3130	—	—	1·20			
traveller	3477	—	—	1·75			
Apres Soleil (525 Golden)							
	3·90dz	2·14dz	0·65	—			
Apsin VK (1432 APSL) T5							
granules for syrup	62·5mg/5ml	60ml	1·40dz	—			
	125mg/5ml	100ml	2·40dz	—			
	250mg/5ml	60ml	3·60dz	—			
	56cc	100					

	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
honey pollen facial cream mask	56g 113g	— —	2.25 3.75		Baycaron (542 FBA) tablets 25mg	50 150	1.18 3.35	— —	1.77 5.03		
pine needle extract	227cc 568cc 26oz 40oz 80oz 1gal	— — — — — —	0.46 0.85 1.10 1.59 2.77½ 4.97½		Belle Argent (525 Golden) ‡ shampoo hair colouring	2.64dz	1.45dz	0.44		nylon open toe with forked suspender	2.25 — 2.375 —
special complexion milk	227cc	—	0.92½		Belle Colour (525 Golden) ‡ shampoo hair colouring	2.64dz	1.45dz	0.44		cotton full foot	2.25 — 3.3 —
Aronde (287 CPC)					Bemax (103 Beecham) existing entry	D				nylon full foot	2.25 — 3.3 —
bath crystals	0274	1.94dz	1.04dz	0.33	Bemax (103 Beecham) 12 case rate	D				below knee	
bath oil	0272	2.58dz	1.38dz	0.44	10oz	1.96dz	—	0.21		cotton open toe	1.85 — 2.7 —
capsules	0291	2.88dz	1.54dz	0.49	20oz	3.47dz	—	0.37½		nylon open toe	1.85 — 2.7 —
bubble bath					Benbows (1492 SVC)	D				thigh length	
gardenia	0280	2.13dz	0.76dz	0.33	Benbows (67 Ashe) dog products	I				cotton open toe	2.33 — 2.455 —
hyacinth, lilac	0273	1.74dz	0.62dz	0.27	canker lotion	1.69dz	0.60dz	0.25		with forked suspender	3.4 — 3.6 —
rose	0281	2.13dz	0.76dz	0.33	conditioner	1.16dz	0.41dz	0.18		nylon open toe	2.33 — 2.455 —
pine	0282	2.13dz	0.76dz	0.33	capsules	1.82dz	0.65dz	0.28		with forked suspender	3.4 — 3.6 —
children's rabbit	0268	1.74dz	0.62dz	0.27	½ t'spoon	40	2.04dz	0.73dz	0.30	one way stretch men's knee length	2.455 — 3.6 —
dog	0269	1.74dz	0.62dz	0.27	½ t'spoon	30	2.04dz	0.73dz	0.30	Cadbury (216 Cadbury) diabetic chocolate plain	1.32 — 1.41dz —
clown	0271	2.52dz	0.90dz	0.39	shampoo beauty bath sachet	0.48dz	0.17dz	0.07		½ lb	0.01 —
puffing Billy	0295	2.13dz	0.76dz	0.33	soap	—	—	—		113cc	2.40dz 0.875dz 0.3
puffing Billy trucks	0296	2.26dz	0.80dz	0.35	tapeworm tablets	0.78dz	0.28dz	0.11			
triple pack	0279	1.61dz	0.58dz	0.25	0.80	—	—	0.10			
giant sizes	0284	3.73dz	1.36dz	0.58	Benylin (938 PD)						
twin pack	0294	3.17dz	1.12dz	0.49	expectorant † 125ml	1.86dz	0.69dz	0.29			
cleansing milk	0038	1.94dz	1.04dz	0.33	ampoules 2mg/ml	10	0.44	—			
cold cream	0046	1.06dz	0.57dz	0.18	5mg/ml	10	0.66	—			
deodorant aerosol	0157	2.06dz	1.10dz	0.35	10mg/2ml	10	1.30	—			
everfresh stick	0177	0.88dz	0.47dz	0.15	packs of 6	—	—	—			
roll-on	0043	1.59dz	0.85dz	0.27	Bethesol (518 Glaxo) T5						
talc	0044	1.30dz	0.70dz	0.22	injection 1ml × 5	1.31	—	1.75			
dusting powder	0029	3.23dz	1.73dz	0.55	1ml × 6	—	—	—			
eyebrow pencil	0103	0.59dz	0.31dz	0.10	Better Off (385 DG)						
eyelashes	2116	3.70dz	1.99dz	0.63	for the face 30g	0.42	0.23	0.88			
"Lady"	2136/39	2.88dz	1.54dz	0.49	for the legs 115g	0.37	0.20	0.77			
eye shadow quartet	0107/8	1.06dz	0.57dz	0.18	aerosol spray 0.69	0.38	1.44	—			
foaming bath essence	0293	2.65dz	1.41dz	0.45	Bidex (631 Hudnut)						
hair setting lotion	0025	1.59dz	0.85dz	0.27	sachet (12)	1.66dz	0.915dz	0.27			
hair spray aerosol	0123	2.59dz	1.39dz	0.44	talcum aerosol 3.345dz	1.84dz	0.55	—			
hand cream	0031	1.41dz	0.75dz	0.24	Big D (1572 DF)						
lipstick quartet	0441	0.88dz	0.47dz	0.15	blue 'N' suite 1.35dz	—	0.15	—			
liquid make-up	0225	1.41dz	0.75dz	0.24	Bio (1400 PB1)						
mascara brush-on	0102	1.71dz	0.91dz	0.29	pot pourri maker 3.40dz	1.18dz	0.37½	—			
shampoos					Biocel (249 Chase)	D					
beer	0072	1.55dz	0.55dz	0.24	Biocel (1240 Tokalon)	I					
children's	0275	1.88dz	0.66dz	0.29	Bio-Clear (596 HR)						
coconut oil	0077	1.55dz	0.55dz	0.24	cream 0801	—	—	0.90			
conditioning	0073	1.55dz	0.55dz	0.24	pore lotion 0822	—	—	0.75			
egg & lemon	0010	1.94dz	0.69dz	0.30	shampoo 0832	—	—	0.65			
herb	0071	1.55dz	0.55dz	0.24	wash 0813	—	—	0.85			
lanolin	0075	1.55dz	0.55dz	0.24	Bioglan-M/Q (127 Bioglan) † s4B						
	0076	1.55dz	0.55dz	0.24	tablets 6	1.30dz	—	—			
medicated	0011	1.94dz	0.69dz	0.30	Biokets (848 Minnesota) †						
triple pack	0074	1.55dz	0.55dz	0.24	sore throat tablets 18	1.25dz	—	0.15			
sun oil	0283	2.91dz	1.04dz	0.45	Bisks (1530 Fisons)						
talcum	0411	1.94dz	1.04dz	0.33	chocolate Vienna wafer 1 meal	1.10dz	0.24dz	0.14			
perfumed	0030	1.41dz	0.75dz	0.24	4 meal 2.72dz	0.60dz	0.34	—			
Asmapax (894 Nicholas) † s4B	tablets 30	0.35	—	0.52½	BN (848 Minnesota)						
	250	2.28	—	3.42	liniment 100ml	1.33dz	0.488dz	0.20			
Aspartat (346 Dales)					200ml 2.00dz	0.733dz	0.30	—			
Aspergum (1333 WL)	dp 250	11.00dz	—	—	Boblets (646 EI) existing entry	D					
Aspro (893 Nicholas)	tablets 24	2.535	0.86	0.17	Boblets (786 Macdonald)	I					
Astral (333 Cupal)					coloured wool balls 50	0.70dz	—	0.09			
aerosols					100 1.20dz	—	0.14	—			
Mimosa blossom					white 50	0.60dz	—	0.07½			
Apple blossom					100 1.05dz	—	0.12½	—			
kitchen deodorant					Bourjois (150 Bourjois)						
Atkinsons (76 Atkinson)					talcum powder						
English lavender	21cc				Boudoir, Mimosa, Wild Rose, Golden Fern	1.45dz	0.80dz	0.24			
mini mist					Braggatabs (162 Bragg)						
Gold Medal Cologne					granules	—	—	—			
watch flask					lozenges	—	—	—			
mini mist					powder	—	—	—			
A toi (76 Atkinson)					Bromium (533 Grabowski) lotion 2% 5% 0.5%	0.64	0.23	0.92			
Audinorm (228 Carlton)	ear drops	0.19	0.07	—	100g 0.77	0.28	1.44	—			
Aurora (243 Cernelle)	mixed vegetables	3.90	—	0.26	Brevidil 'M' (971 PSMB)						
spinach, carrot	7oz	(1½ dz)	—		Insert † s4B						
Baby Life (79 BLP)	baby pants				Bricanyl (68 Astra)						
Candy	N.20	1.58dz	—	0.19½	ampoules 1ml 5	0.50	0.185	—			
ex. large	N.20X	1.58dz	—	0.19½	tablets 5mg 100	1.25	0.456	—			
handy twin	N5	1.32dz	—	0.16½	Brightener (848 Minnesota)						
bibs	No. 141	1.13dz	—	0.14	toothpaste 150g	1.43dz	0.523dz	0.21			
pleats	50g	0.53dz	—	0.06	Bristrex (171 BLL)						
	200g	1.20dz	—	0.14	capsules 16	—	—	—			
Bacchus (301 Coty)	after shave	0.975	0.54	2.10	Bronnley (194 Bronnley)						
Cologne	1.115	0.61	2.40	soap	—	—	0.60				
deodorant	0.51	0.28	1.10	country herb visitor's 6	—	—	—				
talcum	0.44	0.24	0.95	Broxodent (713KH)							
Barret (485 Fulford)	Swiss hand treatment large size	D			electric toothbrush 240v universal	—	—	8.95			
					one way stretch	—	—	10.00			
					anklets	0.80pr	—	1.20			
					knee caps	0.80pr	—	1.20			
					two way stretch	1.20pr	—	1.80			
					anklets	1.20pr	—	1.80			
					knee caps	1.20pr	—	1.80			
					two way stretch flat bed above knee	2.25	—	3.37½			
					cotton open toe with forked suspender	2.375	—	3.55½			

	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p	
hospital quality	1oz	0·49dz	—	0·06	oily remover stain	1oz	—	0·26	250mg/5ml	—	—	
	2oz	0·79dz	—	0·09	Onox	—	—	0·41	100ml	0·55	—	
	4oz	1·29dz	—	0·15	restorer	—	—	0·38	tablets 250mg	0·92	—	
	8oz	2·44dz	—	0·28½	Reville tissuetone	4oz	—	1·27	500	4·35	—	
	16oz	4·10dz	—	0·46	tip white	1lb	—	4·51	1000	8·26	—	
	1yd	0·86dz	—	0·11	Vitanail	—	—	0·41	Culmak (332 Culmak)			
	3yd	1·89dz	—	0·23	Corega (1178 Stafford)	49g	1·93dz	0·23	shaving brushes			
	6yd	3·45dz	—	0·38	denture powder	48g	—	—	Spartan	1·80dz	0·66dz	
	12yd	6·73dz	—	0·75	Correx (1136 Silber)	—	—	D	Junior	2·25dz	0·83dz	
gauge ribbon	non-sterilised	—	—	acetate tablets 25mg	35mm	—	—	Traveller	0·55	—	0·28	
½in x 6yd	0·64dz	—	—	cream	120	—	2·47	Chum	2·55dz	0·94dz	0·35	
1in x 6yd	0·77dz	—	—	Cortisone (837 M5D)	—	—	2·17	Senior	3·20dz	1·17dz	0·50	
sterilised	—	—	—	acetate tablets 25mg	40	—	D	Saloon	3·85dz	1·41dz	0·60	
½in x 6yd	0·70dz	—	—	Cortucid (187 B5) ts4B	3g	0·35	—	Plus	5·50dz	2·02dz	0·86	
1in x 12yd	1·15dz	—	—	cream	—	—	5·15dz	1·88dz	0·80			
lin x 6yd	0·82dz	—	—	Cossack (1038 R&C)	—	—	50/50	9·20dz	3·37dz	1·43		
lin x 12yd	1·36dz	—	—	men's hairdressing	12oz	3·12	1·71	50/50 Traveller	9·95dz	3·65dz	1·55	
gauge swabs	—	—	—	aerosol	—	—	Prince	10·90dz	4·00dz	1·70		
3in x 3in—8 ply	(5)	0·45dz	—	—	Coty (301 Coty)	—	—	50/50 Mark II	14·80dz	5·43dz	2·30	
gauge tissue BPC	4oz	1·82dz	—	—	Air Spin	—	—	No. 30	11·55dz	4·24dz	1·80	
	16oz	6·24dz	—	—	finishing powder	231	0·38	0·205	No. 40	15·75dz	5·78dz	2·45
gent boric	1oz	0·91dz	—	0·11½	fluid make-up	237	0·285	0·155	No. 55	20·75dz	7·61dz	3·23
	2oz	1·59dz	—	0·18½	matte make-up	238	0·31	0·17	Sovereign	22·15dz	8·12dz	3·45
	4oz	2·95dz	—	0·33	pressed powder	217	0·38	0·205	No. 84	28·60dz	10·49dz	4·45
plain	16oz	10·65dz	—	1·15	refill	218	0·265	0·15	No. 86	34·05dz	12·49dz	5·30
	1oz	0·87dz	—	0·10½	cream powder compact	584	0·265	0·15	Super	35·35dz	12·96dz	5·50
	2oz	1·53dz	—	0·18½	refill	581	0·19	0·105				
	4oz	2·90dz	—	0·32	deodorant mist	330	0·265	0·15				
multiple pk. dressing	16oz	10·07dz	—	1·12	roll-on	319	0·24	0·13				
No.1	2·55dz	—	0·28½	foundation cream	549	0·265	0·15					
No.2	5·20dz	—	0·57½	Innovation	—	—	0·55	Cupal (333 Cupal)				
rumenol (718 LAB)	—	—	—	eye liner gel	401	0·265	0·15	adult cough balsam	—	—	D	
ear drops approx. 11ml	1·80dz	0·66dz	0·27	eye shadow gel	402	0·265	0·15	baby pain elixir	—	—	D	
stra (1073 Robinson)	—	—	—	make-up gel	400	0·31	0·17	child's pain & fever elixir	1·025dz	—	0·13½	
face masks standard	17·71	—	—	Light & Lovely	530	0·265	0·15	linseed liq. compound	—	—		
antage (76 Atkinson)	(gross)	—	—	lipstick	280/209	0·265	0·15	lozenges	2k	0·575		
antekwate (103 Beecham)	I2 case rate	—	—	liquid base	354	0·24	0·13	mouth ulcer tablets † 15	0·91dz	—	0·12½	
mixed flavours	1·34dz	0·295dz	0·17½	Originals	—	—		Cutex (256 CPL)				
ilban (436 Evans)	—	—	—	bare blusher	528	0·835	0·46	lipsticks	—	—		
ypre (301 Coty)	—	—	—	refill	529	0·395	0·22	hot lips	2·53dz	1·30dz	0·40	
catrin (218 Calmic) T5	15g	0·34	0·125	compact make-up	510	0·51	0·85	CVK (Abbott) T5				
cream	100g	1·50	0·55	refill	511	0·30	I	capsules 250mg	100	0·92	1·38	
	50g	0·85	0·31	eyeshadow frosted	534	0·71	0·39	500	4·35	6·53		
enose (289) Concept) T5	—	—	—	creme	—	—	1000	8·26	—	12·39		
ointment	5g	0·40	—	eye shadow powder 105	0·465	0·26	1·00	Filmtabs 250mg	25	0·27	0·41	
14·2g	0·62	—	—	highlight and shadow	002a	0·605	0·33	100	0·92	—	1·38	
eniseip (289 Concept)	—	—	—	collection	002	0·605	0·33	500	4·35	6·53		
cream	15g	0·40	—	frosted	116/7	0·35	1·30	1000	8·26	—	12·39	
omid (838 Merrell)	—	—	—	lipsticks	—	—	solution 125mg	100ml	0·30	0·45		
insert ts4B	—	—	—	liquid moisture make-	534	0·44	0·24	250mg	100ml	0·55	0·83	
balin (930 P&B)	—	—	—	up	—	—						
impoules 250µg	10	0·35	—	mascara automatic	528	0·47	0·26	Cyclax (341 Cyclax)				
1000µg	10	0·44	—	nail enamel cream	494	0·235	0·13	beauty pressed refill	—	—		
packs of 6	—	—	—	frosted	494	0·30	0·165	puffs	—	—	0·63	
edolsol (837 M5D)	—	—	—	sheer puffery	527	0·745	0·41	bronzing lotion	—	—	0·17	
eye/ear drops	—	—	—	foam blusher	537	0·65	1·60	confidence roll-on	—	—	0·96	
ndural (848 Minnesota) †	15	1·33dz	0·488dz	foam foundation	537	0·65	0·36	aerosol	—	—	0·74	
ldrex (976 PL)	—	—	—	bronzer	551	0·65	1·40	eyeshadow applicators	—	—	0·87	
not lemon	1·01dz	0·335dz	0·13½	sunshimmer	536	0·35	0·195	Gay Chiffon	—	—	0·13	
tablets	12	2·11dz	—	539	0·44	0·24	0·95	Jolie de Vivre	—	—	D	
	24	3·455dz	—	totally transparent powder	523	0·695	0·38	bath cubes	—	—	0·62	
igate (280 CP)	—	—	—	ultra legs	225	0·58	0·32	bath powder	—	—	1·11	
shaving cream lather	—	—	—	undercover cream	136	0·51	0·28	with puff	—	—	1·59	
or brushless	1·45dz	0·54dz	0·20	rouge	255	0·285	0·16	bath salts	—	—	0·87	
illyre Bleu (Laiter (346 Dales)	3·72dz	1·36dz	0·58	sub tint	541	0·165	0·09	hand lotion	—	—	0·87	
lor Match (525 Golden)	2·94dz	1·62dz	0·49	Covas (358 D&5)	100ml	3·83	—	skin perfume	—	—	0·46	
air colourant	—	—	—	injection (vet)	15ml	—	5·75	metered spray refill	—	—	1·46	
met (848 Minnesota)	—	—	—	dairy junior foods	6oz	0·93	I	fluted spray	—	—	1·83	
chiropody soap	2·03	0·744	0·19	glucose	16oz	2·86	—	spray mist	—	—	1·46	
sponge & soap	(1½dz)	(1½dz)	0·55	low calcium	14oz	10·17	(2dz)	soap bath (1)	—	—	0·33	
	4·42	1·62	0·55	low lactose	14oz	10·17	(2dz)	palm (3)	—	—	0·66	
omplan (518 Glaxo) 1lb	3·36dz	—	0·35	milk food	16oz	3·16dz	—	sunproof cream	—	—	0·72	
proplax (397 Dunster)	200	2·275	—	full cream	16oz	3·16dz	—	Dalitiv (930 P & B)				
capsules	—	—	—	humanized	16oz	3·16dz	—	capsules	100	0·53		
oralie's (564 H&N)	—	—	—	skimmed milk food	14½oz	3·77	(2dz)	500	1·75	—		
Coralshine powder	—	—	0·44	—	6·63	—	—	drops	15ml	0·22		
complexion milk	4oz	—	0·60	special half cream	20oz	6·63	(2dz)	100ml	0·90	—		
	8oz	—	1·05	—	—	—	—	—	2l	1·75	—	
reams	—	—	—	old packs	—	—	—	Dalton (348 Dalton)	—	—		
skin food, cucumber, nourishing, special, bleaching, lilac	4oz	—	0·78	Cremalgin (117 BPL)	25g	2·00	0·73	Sweet Relief	0·21	0·08	0·37	
	1lb	—	2·26	balm	50g	(1½dz)	0·19	Daltose (307 C & G)	16oz	4·97	0·27½	
hand lotions, astringent, milky, summer	4oz	—	0·60	—	1·67	0·61	0·32	(2dz)	—	—		
	8oz	—	1·05	—	(10/12dz)	(10/12dz)	—	Dapsodine (358 D&5) ts4B	12	13·60dz	2·10	
hardener	—	—	0·41	old packs	—	—	—	intramammary tubes	12	16·80dz	—	
healing balm	—	—	0·50	Crown (1073 Robinson)	6	0·77dz	0·28dz	—				
Healthinale	5·3g	—	0·38	wool felt (adhesive)	4680	0·902dz	—	Daptazole (894 Nicholas)	6	1·69	2·53½	
	½oz	—	0·62	NHS	4681	0·902dz	—	injection 30 mg	25	6·09	9·13½	
	1oz	—	1·06					150 mg	50	0·47	0·70½	
Healthinamel plain cream colours	—	—	0·45					tablets 100mg	1·32	—	1·98	
introductory kit	—	—	0·55									
Klenza	4oz	—	0·50					Dason (358 D&5)	4oz	2·00dz	0·25	
	1lb	—	1·64					conditioner (vet.)	2lb	10·40dz	1·30	
	2lb	—	2·86					shampoo (vet.)	1·85dz	0·82dz	0·30	
mannah 1 and 2 nail grower	—	—	0·66					Dayfur M (358 D&5)	—	—		
	Nail-o-way	—	0·41					intramammary syringes	16·80dz	—	2·10	

		Trade £·p	Tax £·p	Retail £·p			Trade £·p	Tax £·p	Retail £·p			Trade £·p	Tax £·p	Retail £·p			
Red Drink	14lb	2.94	1.29	5.70			texture lotion	116cc	0.39	0.21	0.81			Englate (894 Nicholas)			
	28lb	5.52	2.43	10.70			290cc	0.78	0.43	1.64			syrup 200ml	0.44	—	0.44	
white oils	20oz	8.04dz	3.54dz	1.30			30cc	0.36	0.20	0.75			tablets 50	0.44	—	0.44	
D.D.D. (359 DDD) (distributors 366 Dendron)	balm economy	2.23dz	0.77dz	0.30			Young and Lovely						Entroquin (312 AC) † DDI				
Debs (1073 Robinson)	cotton wool balls coloured	100	1.20dz	—	0.15		beauty lotion						Erythroped (2 Abbott) TS				
Decadron-75 (837 M5D)	tablets	30				D	blusher						granules for suspension				
Decorstisyl (1087 Roussel) TS	tablets 5mg	100	0.42	—	—		cleansing grains						pro. infants 100ml	0.33	0.12	0.60	
	500	2.00	—	—			clearing cream						Emucril (430 Eucril)				
Delta-Cortelan (518 Glaxo) T5	tablets 5mg	100	0.42	—	—		compact powder						denture powder	0.67dz	0.245dz	0.10	
	500	2.00	—	—			face pads						tooth powder	0.90dz	0.33dz	0.10	
Denclen (657 IL)		0.091	0.033	0.17			foundation cream						smokers tooth powder	0.67dz	0.245dz	0.10	
Dentinox (366 Dendron)	gel liquid	1.49dz	0.52dz	0.22			heal and conceal stick						Euthymol 938 PD)				
Dequadin (34A & H)	lozenges 0.25 mg.	20	0.10	—	0.15		lipstick						toothpaste	0.93dz	0.34dz	0.10	
	40	0.18	—	0.27			refining lotion						Evergreen 80 (463 Fisons)	1.35dz	0.495dz	0.20	
Dermacaine (830 Medo)	ointment	15g	—	—	—	D	skin cleanser						50 sq yd	0.433	—	0.6	
Dermaclear (29 Alfonal)	cream	2.37	0.63	0.53			Drapolene (218 Calmic)	500g	0.75	—	—		100 sq yd	0.80	—	1.2	
Diafrutes (1333 WL)		(½ dz)	(½ dz)				Droxalin (976 PL)	30	1.54dz	—	0.17	D	Ewelett (358 D&S)	100ml	—	0.3	
Dicopin (289 Concept) † DDI	tablets	50	0.42	—	—		Duobac (1413 P & 5)					I	3oz	—	—		
	100	0.77	—	—			Duobac (75 Avlex)						Ewelene (358 D&5)	100ml	—	0.2	
Dicynene 500 (1531 Delandale)	tablets	60	4.06	—	—		Duphaston (1539 Duphar) † 4B	tablets 10mg	80	6.70	—	—	3oz	—	—		
Digespirin (1169 BG5)	antacid	0.10	—	0.15	I		500	34.80	—	—	D		Executive (845 GM)				
Disadine (1413 P & S)					D		Durex (774 LR)	Gossamer plain (3) R194	4.25	—	0.19		shavers	2.59	0.92	4.3	
Disadine (75 Avlex)					I		(48pkts)					Gemini	2.36	0.83	3.9		
Disbactric (1413 P & S)					D		Dusk (545 Grossmith)	suntan oil 100ml	0.63dz	0.34dz	0.11		Rascal				
Disbactric (75 Avlex)					I		Duvadilan (1539 Duphar)	ampoules 2ml	5	0.50	—		Ex-Lax (440 Ex-Lax)				
Disbiotic (1413 P & S)					D		tablets 20mg	50	0.90	—	—	laxative chocolate	6	0.63dz	0.23dz	0.0	
Disbiotic (75 Avlex)					I		250	4.00	—	—	18	1.40dz	0.51dz	0.2			
Dispray (1413 P & 5)					D		Economycin (251 CD)	tablets/capsules 500			36	2.46dz	0.90dz	0.3			
Dispray (75 Avlex)					I		Dicopin (289 Concept) † DDI	tablets	500			junior	0.70dz	0.255dz	0.1		
Dixor (379 Dixor)	overnight cream				I		Edosol (1249 Trufood)	397g	7.97dz	—	0.83	pills	18	1.40dz	0.51dz	0.2	
Do-Do (657 IL) †	linctus	100ml	2.40dz	—	0.30		Efcortesol (518 Glaxo) T5	ampoules 1ml × 5	0.94	—	1.25	Exmarid (441 Exrid)	kennel kleen	40oz	5.00dz	—	0.6
Domestos (382 Domestos)	regular		1.806	—	0.10½		1ml × 6	—	—	D	lotion	1gal	1.25	—	1.8		
Dormel (1426 UN)	feeders teats		—	0.14			Effervescent (721 LC)	tablets	12	0.765dz	0.28dz	0.11	ointment	200ml	0.15	0.055	0.2
Dorothy Gray (385 DG)	all weather balancer	0.39	0.21	0.81	I		1.2	20	1.175dz	0.43dz	0.17	(10/12dz)	(10/12dz)				
beauty cases small	4.22	1.55	8.21				36	2.035dz	0.745dz	0.29		40oz	1.31	0.48	0.2		
large	7.10	2.60	13.79				Elation (385 DG)	bath essence	25cc	0.34	0.19	1.25					
colour swirls	0.74	0.41	1.54				54cc	0.57	0.31	1.18		54cc	0.57	0.31	1.18		
cream rouge	0.32	0.18	0.67				dusting powder drum	0.57	0.31	1.18			54cc	0.57	0.31	1.18	
dry skin cleanser	55cc	0.39	0.21	0.81			flask	0.32	0.18	0.67			54cc	0.57	0.31	1.18	
115cc	0.66	0.36	1.38				hand and body lotion	0.34	0.19	0.71			54cc	0.57	0.31	1.18	
extra rich night cream	30cc	0.41	0.23	0.86			moisturising bath oil	0.74	0.41	1.54			54cc	0.57	0.31	1.18	
55cc	0.68	0.37	1.42				perfume purse	0.53	0.29	1.11			54cc	0.57	0.31	1.18	
115cc	1.06	0.58	2.22	I			spray mist	0.57	0.31	1.18			54cc	0.57	0.31	1.18	
eye beauty cream	14cc	0.33	0.18	0.69			roulette	0.27	0.15	0.56			54cc	0.57	0.31	1.18	
eyebrow pencil	0.14	0.08	0.30				skin perfume	intro	0.23	0.13	0.48			54cc	0.57	0.31	1.18
eye make-up remover	12cc	0.20	0.11	0.42			108cc	0.92	0.51	1.94			54cc	0.57	0.31	1.18	
face glossers		0.44	0.24	0.92			make-up						54cc	0.57	0.31	1.18	
hand cream	tube	0.28	0.15	0.58			brush-on blusher						54cc	0.57	0.31	1.18	
55cc	0.33	0.18	0.69	I			refill						54cc	0.57	0.31	1.18	
115cc	0.51	0.28	1.07				brush-on eyeliner						54cc	0.57	0.31	1.18	
lipsticks	200cc	0.79	0.43	1.65	I		brush-on eyeshadow set						54cc	0.57	0.31	1.18	
moisture tint		0.30	0.17	0.63			refill						54cc	0.57	0.31	1.18	
new masque frappe		0.39	0.21	0.81			cream powder						54cc	0.57	0.31	1.18	
orange flower skin lotion	116cc	0.39	0.21	0.81			eyeliner brushes						54cc	0.57	0.31	1.18	
	290cc	0.78	0.43	1.64			eyeliner liquid						54cc	0.57	0.31	1.18	
Perfemma handbag spray		0.39	0.21	0.81			propelling pencil						54cc	0.57	0.31	1.18	
dry spray		0.15	0.08	0.31			refill						54cc	0.57	0.31	1.18	
portrait make-up		0.36	0.20	0.75			eye make-up remover						54cc	0.57	0.31	1.18	
quick cleanser	116cc	0.39	0.21	0.81			pads						54cc	0.57	0.31	1.18	
roll-on deodorant/ antiperspirant	55cc	0.30	0.17	0.63			eye shades						54cc	0.57	0.31	1.18	
spray	55cc	0.39	0.21	0.81			eyeshadow cream						54cc	0.57	0.31	1.18	
salon cold cream	55cc	0.39	0.21	0.81			stick						54cc	0.57	0.31	1.18	
115cc	0.66	0.36	1.38				face powder						54cc	0.57	0.31	1.18	
200cc	0.90	0.50	1.89				lipsticks						54cc	0.57	0.31	1.18	
sensitive skin cream	30cc	0.41	0.23	0.86			liquid make-up						54cc	0.57	0.31	1.18	
55cc	0.68	0.37	1.42				mascara block						54cc	0.57	0.31	1.18	
115cc	1.06	0.58	2.22	I			brush-on						54cc	0.57	0.31	1.18	
skin colour corrector		0.39	0.21	0.81			refill						54cc	0.57	0.31	1.18	
skin diets		0.48	0.27	0.99	I		nail enamel pearl						54cc	0.57	0.31	1.18	
soap	3½ oz	0.18	0.07	0.35			skin glossers						54cc	0.57	0.31	1.18	
special dry skin mixture	30cc	0.41	0.23	0.86			Elizabeth Arden (60 Arden) gloss over						54cc	0.57	0.31	1.18	
	55cc	0.68	0.37	1.42				—		0.70	D		54cc	0.57	0.31	1.18	
stay-matt	115cc	1.06	0.58	2.22	I		Elsan Blue (418 E) †	8 charges	3.38dz	—	0.37½			54cc	0.57	0.31	1.18
sun cream	30cc	0.39	0.21	0.81			16 charges	4.95dz	—	0.55			54cc	0.57	0.31	1.18	
lotion	4oz	0.34	0.19	0.71			32 charges	8.32dz	—	0.92½			54cc	0.57	0.31	1.18	
oil	4oz	0.34	0.19	0.71			Eltroxin (518 Glaxo) † 4B	tablets 0.05mg	100	0.09	—			54cc	0.57	0.31	1.18
	4oz	0.34	0.19	0.71			1000	0.75	—	—			54cc	0.57	0.31	1.18	
	4oz	0.34	0.19	0.71			0.1mg	100	0.12	—			54cc	0.57	0.31	1.18	
	4oz	0.34	0.19	0.71			1000</										

	Trade £·p	Tax £·p	Retail £·p			Trade £·p	Tax £·p	Retail £·p			Trade £·p	Tax £·p	Reta				
eyelash adhesive	1779	—	—	0.48	I	pulse perfume	114.09	0.72	0.395	1.55	Kerofil (695 TK)	Trade £·p	Tax £·p				
hand delight	2216	—	—	0.90		skin perfume	258.09	0.72	0.395	1.55	lozenges	28	0.10	0.035	0.1		
herbal skin tonic	0315	—	—	0.90		soap (1)	282.09	0.20	0.075	0.35	K.H.3. (1490 IAP5) †	30	1.42	0.52	2.6		
	0318	—	—	1.45		talcum	268.09	0.44	0.24	0.95	capsules	150	6.66	2.44	12.4		
Herbessence	1134	—	—	2.10			357.09	0.325	0.18	0.70	Kia-Ora (1109 Schweppe)	low calorie orange or	20oz	0.92dz	0.20dz	0.1	
	1138	—	—	3.45	I	Inco (1073 Robinson)	garments	size 1	0.48	0.066	—	lemon	mini	2.75	—	—	
le lipstick	1608	—	—	0.80	I		size 2	0.485	0.067	—	maxi	(6 dz)	3.865	—	—		
mascara remover pads	1742	—	—	0.75			size 3	0.52	0.072	—	(3 dz)						
minute eye make-up							size 4	0.53	0.073	—	Knights (756 Lever)	castile soap	small	3.025	1.068	0.0	
brush-on brow				1.00			size 5	0.54	0.074	—		large	(6dz)	(6dz)			
brush-on shadow				1.10			10	0.305	—			family	3.111	1.098	0.1		
duo				1.30			3.50	—			old packs	—	—				
cake liner duo				1.40							Kodak (711 Kodak)	Instamatic '33"	2.125	1.17	4.4		
circle cream				1.10							Lacidac (307 C & G)	half cream	12oz	5.20	—	0.2	
fineline pencil				0.90							Lactagol (912 O)	tablets	60	1.60dz	0.585dz	0.2	
Long Lash mascara				1.15								500	0.99	—	—		
refill				0.70							Lady Manhattan (893 Nicholas)	bath cubes					
brush-on				1.15							creme perfume roll-on						
refill				0.70							perfume 10cc						
pasteurized cream	0104	—	—	1.40							soap						
refining lotion	0322	—	—	0.80							splash Cologne						
	0324	—	—	1.30							L'Aimant (301 Coty)	bath cubes	273.20	0.24	0.13	0.50	
shampoo											creamy skin						
blonde tone	8542	—	—	0.65							perfume	2058	0.645	0.35	1.3		
brunette tone	8552	—	—	0.65							creme de parfum	319.20	0.645	0.35	1.3		
silk sheen	8512	—	—	0.55							dusting powder de luxe						
silver tone	8522	—	—	0.60							348.20	0.835	0.46	1.7			
Silk Fashion											refill	203.51	0.445	0.25	0.9		
blusher stick	1841	—	—	1.50							eau de Cologne	155.20	0.455	0.25	0.9		
bronzer stick	1851	—	—	1.50							face powder	050	0.335	0.18	0.7		
cover fluid	1322	—	—	0.95							hand lotion	2078	0.36	0.20	0.75		
face powder	1255	—	—	0.90							parfume de bain	375.20	0.175	0.06	0.30		
lipstick	1605	—	—	0.65							parfum de toilette						
liquid make-up	1305	—	—	0.85							spray	232.20	1.22	0.67	2.5		
make-up stick	1351	—	—	1.50							perfume	120.20	0.43	0.235	0.9		
minute make-up	1225	—	—	0.90							289.20	0.715	0.395	1.5			
	1227	—	—	0.60	I						bath salts	2.1oz	0.65dz	—			
special	1245	—	—	0.90							6oz	1.12dz	0.125				
	1247	—	—	0.60							5oz	1.08dz	0.39dz	0.15			
refills	1226	—	—	0.40							8oz	1.53dz	0.56dz	0.21			
skin balance											Jean Sorelle (669 Sorelle)	bath salts					
cleaner	0534	—	—	1.25							posy holder	1034	2.25dz	1.24dz	0.38		
granules	0564	—	—	1.00							Eastern bird	1006	2.60dz	0.95dz	0.40		
masque	0551	—	—	0.75							sitting or lying doll	933	3.45dz	1.465dz	0.53		
normaliser	0522	—	—	1.75							spiral bottle	71	1.95dz	0.716dz	0.30		
toner	0544	—	—	1.20							glass cotton wool bowl	1060	3.95dz	1.30dz	0.60		
skin clearing cream											Marinabad bath gel	1011	4.20dz	1.54dz	0.65		
	0611	—	—	1.05							novelty range						
snow lotion	1434	—	—	0.95							children's set	304	3.90dz	1.07dz	0.58		
Stay-long spray	8537/9	—	—	0.85							dippy duck floating soap	5080	4.50dz	1.68dz	0.70		
sun tan oil	2805	—	—	0.75							donkey with soap lemons	414	6.45dz	2.365dz	1.00		
sun tonic	2843	—	—	0.95							globe with soap	420	4.80dz	1.76dz	0.75		
tan in a minute	2834	—	—	0.95							guardsman	409	2.75dz	1.005dz	0.43		
Town and Country	1451/61	—	—	0.95							Hector's house	300	1.25dz	0.45dz	0.19		
Ultra Feminine oil	0462	—	—	3.35							herbal soap	403	5.80dz	2.125dz	0.90		
cream	0452	—	—	3.35							policeman	408	2.75dz	1.005dz	0.43		
vitamin nail food	2290	—	—	0.85							shades of pink hanger	93	1.55dz	0.73dz	0.25		
washing grains	0672	—	—	0.85							gift set	95	3.10dz	1.42dz	0.50		
Hemolac (307 C & G)											sitting or lying doll	418	3.40dz	1.245dz	0.53		
	16oz	3.16dz	—	0.30							soap palette	406	4.10dz	1.50dz	0.63		
Hemrids (1599 Winthrop)											travel soap	308	1.10dz	0.396dz	0.17		
Himaizol (1249 Trufood)											Johnson (672 Johnson)	cotton wool hospital					
	454g	8.16dz	—	0.86							16oz	8.195	—	0.45			
Hiprex (1061 Riker)	tablets	100	2.00	0.73	—						baby cotton buds	20	0.64dz	—	0.08		
Histantin (208 BWV)	cream				D						60	1.60dz	—	0.20			
Horlicks (103 Beecham) existing entry											100	2.16dz	—	0.27			
Horlicks (103 Beecham) 12 case rate											cream jar	45g	1.593dz	0.876dz	0.27		
	1lb	1.175dz	—	0.12							100g	2.724dz	1.498dz	0.46			
	1½lb	1.96dz	—	0.21							34g	1.111dz	0.611dz	0.15			
	1lb	3.365dz	—	0.36							lotion	120cc	1.553dz	0.854dz	0.28		
	3lb	9.05dz	—	0.97½							205cc	2.255dz	1.24dz	0.36			
	5lb	1.245	—	—							285cc	2.836dz	1.56dz	0.47			
chocolate flavoured	6oz	1.57dz	—	0.16½							nappy liners	25	1.28dz	—	0.16		
	12oz	2.85dz	—	0.30							50	2.32dz	—	0.29			
	5lb	1.245	—	—							100	4.116dz	—	0.49			
Huskolein (358 D & S)											200	7.74dz	—	0.92			
	500ml	7.43dz	3.26dz	1.20	I						oil	135cc	1.553dz	0.854dz	0.26		
	20oz	—	—	—	D						210cc	2.255dz	1.24dz	0.37			
Hypon (218 Calmic) †DDI	tablets	50	0.20	0.075	0.37						powder	99g	1.07dz	0.391dz	0.16		
	125	0.43	0.16	0.79							227g	1.878dz	0.688dz	0.28			
	300	1.00	—	—							economy	2.335dz	0.856dz	0.35			
	600	1.85	—	—							shampoo	0.384dz	0.14dz	0.06			
Imprevu (301 Coty)	bath cubes	273.09	0.37	0.205	0.80						bottle	85cc	1.562dz	0.573dz	0.24		
Cologne perfume	261.09	0.51	0.28	1.10						soap	0.53dz	0.195dz	0.07½				
	259.09	0.765	0.42	1.65						oil	0.805dz	0.295dz	0.11½				
	260.09	0.815	0.45	1.75						oil	1.65dz	0.91dz	0.27	D			
dusting powder	233.09	0.975	0.54	2.10						shampoo sachet	0.384dz	0.14dz	0.06				
emollient bath oil	373.09	0.72	0.395	1.55						shampoo sachet	0.384dz	0.14dz	0.06				
hair spray	940.09	0.44	0.24	0.95						shampoo bottle							

	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
ignostab (147 Boots)					pulse perfume	114-25	0.765	1.65	Milton (1055 RM)		
cartridges 2.2ml	50	1.05	—		skin perfume creamy	0.765	0.42	1.65	(distributors 1556 Farillon)		
ignostab-A (147 Boots) †s4B					soap (1)	282-25	0.23	0.085	denture powder	small	1.06dz
cartridges 2.2ml	50	1.05	—		talcum	357-25	0.35	0.195	large	1.62dz	
	500	8.82	—		268-25	0.49	0.27	1.05		0.39dz	
ignostab-A '100' (147 Boots) †s48								Milton (1055 RM)		0.15	
cartridges 2.2ml	50	1.05	—					sterilising unit		0.59dz	
ignostab-N (147 Boots) †s48								Milton-Aid (1055 RM)		0.23	
cartridges 2.2ml	50	1.05	—					(distributors 1556 Farillon)			
illies of the Valley in Bloom (981 Picot)								Mimette (1413 P & 5)			
eau de toilette								Mimette (75 Avlex)			
spin-flo	10cc	2.05dz	1.13dz	0.35				Mimospray (1413 P & 5)			
perfume	miniature	2.87dz	1.58dz	0.49				Mimospray (75 Avlex)			
	1oz	4.97dz	2.73dz	0.85				Minadex (518 Glaxo)			
	1/2oz	8.78dz	4.83dz	1.50				syrup	200ml	0.16	
	1oz	29.27dz	16.10dz	5.00				400ml	0.29	0.40	
inden Voss (261 Christy) existing entry								2l	0.90	—	
inden Voss (261 Christy)											
anti-perspirant aerosol	8.03dz	2.94dz	1.25								
cream	6.75dz	2.475dz	1.05								
roll-on	6.75dz	2.475dz	1.05								
iquifruita (1102 Sanitas)											
	108cc	1.48dz	0.545dz	0.21							
	330cc	2.75dz	1.01dz	0.39							
with honey	108cc	1.62dz	0.595dz	0.23							
	330cc	3.17dz	1.16dz	0.45							
medica	108cc	1.62dz	0.595dz	0.23							
	330cc	3.17dz	1.16dz	0.45							
capsules †		1.575dz	—	0.17							
pastilles		1.165dz	0.425dz	0.18							
iquinure (463 Fisons)											
	7½oz	0.10	—	0.15							
	15½oz	0.173	—	0.26							
	1gal	0.64	—	0.96							
	1gal	1.06	—	1.60							
	5gal	3.30	—	4.95							
ocasal (1249 Trufood)											
	397g	6.45dz	—	0.68							
O'real (52S Golden)											
bleach	1.92dz	1.06dz	0.32								
'Origan (301 Coty)											
otus (903 NPU) existing entry											
otus (903 NPU)											
bath crystals		0.585dz	0.325dz	0.10							
bath cubes (6)		0.645dz	0.355dz	0.11							
bath salts		0.975dz	0.54dz	0.16							
bubble bath	255cc	1.62dz	0.595dz	0.25							
cleansing cream	26g	0.88dz	0.485dz	0.15							
	112g	1.29dz	0.71dz	0.22							
deodorant aerosol	84g	1.44dz	0.795dz	0.24							
feminine	54g	1.745dz	0.96dz	0.29							
roll-on	56cc	1.17dz	0.645dz	0.20							
hair spray	142g	1.34dz	0.74dz	0.23							
	340g	2.35dz	1.295dz	0.40							
hand lotion	255cc	1.17dz	0.645dz	0.20							
nail polish remover		1.03dz	0.57dz	0.18							
shampoo's											
cream, egg & lemon,											
family, herb, protein											
	255cc	0.96dz	0.355dz	0.15							
talcum	165g	0.88dz	0.485dz	0.15							
	250g	1.07dz	0.59dz	0.18							
	440g	1.28dz	0.705dz	0.22							
ucozade (103 Beecham) existing entry											
ucozade (103 Beecham) 12 case rate											
small	1.255	0.20	0.08*								
	(2dz)	(2dz)									
	*Includes 0.015 for container										
large		1.705dz	0.315dz	0.20*							
	*Includes 0.025 for container										
utormone (208 8W) vet											
Magic Moments (514 Gillette) †s5cotland and Yorkshire											
area only											
hair colourant aerosol		7.15dz	3.74dz	1.15							
larina (786 Macdonald)											
holdalls	177	2.21dz	0.805dz	0.34							
	182	2.95dz	1.08dz	0.46							
	184	3.34dz	1.225dz	0.52							
sponge bags	161	0.57dz	0.32dz	0.09							
	162	0.57dz	0.32dz	0.09							
	163	0.94dz	0.51dz	0.16							
	164	1.09dz	0.60dz	0.19							
	165	0.57dz	0.32dz	0.09							
sponge bags	167	1.24dz	0.68dz	0.21							
	168	2.01dz	1.10dz	0.34							
	169	1.11dz	0.85dz	0.19							
larmite (152 Bovril)	2oz	0.95dz	—	0.09							
	4oz	1.64dz	—	0.16							
	8oz	2.86dz	—	0.29							
	16oz	5.34dz	—	0.54							
Mary Quant (876 MP)											
eyelashes											
Fluffs		7.00dz	3.85dz	1.25							
Asunsi (301 Coty)											
bath cubes 6	273-25	0.44	0.24	0.95							
Cologne	261-25	0.555	0.31	1.20							
	259-25	0.815	0.45	1.75							
spray	263-25	1.09	0.60	2.35							
refill	265-25	0.695	0.38	1.50							
dusting powder	233-25	1.51	0.83	3.25							
refill	234-25	0.65	0.36	1.40							
hand & body lotion	278-25	0.49	0.27	1.05							
perfume	petite	0.51	0.28	1.10							
	113-25	1.21	0.665	2.60							
	119-25	1.97	1.085	4.25							
	139-25	3.135	1.72	6.75							
	159-25	5.11	2.81	11.00							
spray	112-25	1.465	0.81	3.15							

		Trade £·p	Tax £·p	Retail £·p			Trade £·p	Tax £·p	Retail £·p			Trade £·p	Tax £·p	Ret: £·p	
12·0cm nail files 4in	N4/L	13·70dz	—	1·72			Optomax (1136 Silber) existing entry			D	I	Acuspeed FX-20 developer	250ml	—	0·4
5in	N2/4	1·40dz	0·77dz	0·25			Optomax (1136 Silber) exposure meter	—	—	5·47		500ml	—	—	0·7
6in	N2/5	1·60dz	0·88dz	0·29			sunglasses polarised P.I.	—	—	1·93		1000ml	—	—	1·2
7in	N2/6	1·95dz	1·07dz	0·34			G.I.	—	—	2·20			55ml	—	0·1
scissors hot forged straight nail	N13/N	5·00dz	0·68dz	0·69			U.I.	—	—	1·93		500ml	—	0·6	
straight cuticle	N13/C	5·00dz	0·68dz	0·69			U.5	—	—	1·93		1000ml	—	0·9	
bent nail	N14/N	5·00dz	1·83dz	0·78			U.12	—	—	1·93		600ml	—	0·2	
bent cuticle	N14/C	5·00dz	1·83dz	0·78			G.2	—	—	1·93		2·25l	—	0·5	
super quality straight nail	N8/N	10·20dz	1·40dz	1·40			G.16	—	—	1·93		4·5l	—	0·8	
straight cuticle	N8/C	10·20dz	1·40dz	1·40			clip-on	44	—	2·20		4·5l	—	0·6	
bent nail	N9/N	10·20dz	3·74dz	1·60			64	—	—	1·37		regenerator	4·5l	0·6	
bent cuticle	N9/C	10·20dz	3·74dz	1·60			65	—	—	1·37		cleaning solution	225ml	0·2	
tweezers pointed	N3/P	2·10dz	1·15dz	0·36			Orap (666 Janssen)					printing outfit		5·3	
straight	N3/S	2·10dz	1·15dz	0·36			Insert †s4B					developing outfit		4·9	
oblique	N3/A	2·10dz	1·15dz	0·36			Orasacron (187 B5) †s4B					developing tanks			
assorted	N3/A55	—	—	—	D		tablets	10	0·34	0·51		35mm		1·8	
Nikini (1073 Robinson)							25	0·71	1·06			multi-unit I		1·6	
sanitary garment	pink	4·381dz	0·602dz	0·54			100	2·57	3·85			2		2·0	
	white	3·002dz	0·412dz	0·37								3		2·6	
pads	12	4·32	—	0·12	(4dz)								universal	2·0	
Niknax (S19 Global)						I							enlarging computer	2·0	
tights		3·65dz	—	—									thermal print mountant	5·7	
Miss Niknax		3·37dz	—	—									175ml	0·5	
Nivea (1164 S5L)													500ml	1·3	
after sun soother	1509	2·372dz	1·254dz	0·38									viewers	1·4	
sun milk jumbo	1503	4·891dz	2·558dz	0·77									'126'	2·0	
Noa Noa (596 HR)													Design	2·0	
dusting powder drum													66	4·2	
7208	—	—	—	1·80									22	3·1	
flask	7223	—	—	1·00									6 x 6	1·0	
skin perfume	7002	—	—	1·45									Trident	1·4	
Norflex (1061 Riker) †s4B													Viscount	4·28	
tablets													special	2·65	
packs of 500						D							Penicillin-V-Lilly (413 Lilly) T5	3·67	
Northern Star (1570 NBL)													Pulvules 250mg	1000	
heating pad													Peptalac (307 C & G)	16oz	
overblankets													5·68	0·31	
single 81 x 58													Pernazene (346 Dales)	—	
double 81 x 72													Personality (1377 R & A)	—	
dual 81 x 72													soap bath	1·404dz	
underblankets													toilet	0·489dz	
standard single 50 x 25													Personna (964 Personna)	0·20	
standard double 50 x 45													super foam	2·17dz	
de luxe single 60 x 30													grooming aids	0·795dz	
double 60 x 48													eyebrow tweezers	0·21	
Norton (900 Norton)													nail clippers	0·925	
gift sets													(10)	0·51	
Pretty Miss	PN6	4·02dz	1·80dz	0·65									nail files	0·925	
	PN7	5·20dz	2·86dz	0·89									(10)	0·34	
	PN9	4·43dz	2·04dz	0·72									toe nail clippers	0·025	
Noshine (60 Arden)													(10)	0·25	
207.51	—	—	—	0·75									Perutz (1136 Silber)	—	
Novasapa (970 PM)													cine film standard 8	1·52	
500ml	—	4·44dz	—	0·46									colour reversal CUS 88	—	
21	—	1·22	—	1·51									cine film standard 8	—	
41	—	2·25	—	2·78									black & white	—	
Novaseptic (970 PM)						D							Pevidine (117 BPL)	1·22	
Novesine (1303 Wander)													antiseptic solution	500ml	
solution †	10ml	0·39	—	0·58									51	1·08	
Novutox (970 PM) existing entry													5·00	—	
Novutox (970 PM)													Phenurone (2 Abbott)	—	
2% solution plain injection vial	50ml	0·21	—	0·26									Phul Nana (545 Grossmith)	—	
2% solution with adrenaline †s4B	50ml	0·21	—	0·26									perfume	9cc	
injection vial cartridge													Placentubex (580 DH & Co)	2·80dz	
2ml †s4B	100	2·07	—	2·55									foam mask	1·50	
3% solution with adrenaline cartridge													PLJ (103 Beecham) existing entry	—	
2ml †s4B	100	2·07	—	2·55									PLJ (103 Beecham) 12 case rate	—	
4% solution with adrenaline injection vial †s4B	50ml	0·22	—	0·28									lemon juice	1·695dz	
													standard	0·315dz	
Nudit (596 HR)													large	2·69dz	
hair remover facial	2601	—	—	0·85									* Includes 0·025 for contain	0·545dz	
	2604	—	—	1·35	I									0·315dz	
Nulon (1038 R & C)													Polaroid (989 Polaroid)	—	
hand cream small		0·955dz	0·525dz	0·15									camera	—	
		1·40dz	0·77dz	0·22									Land	—	
		2·10dz	1·16dz	0·33									model 3000	—	
Nu-Ray (479 WF)													films type 42	—	
hot water bottles		0·295	—	—									47	—	
Nurlyfe (162 Bragg)													Polyalk (489 Galen)	—	
Nu-Star (479 WF)													tablets	dp100	
hot water bottles		0·28	—	—									Polybactrin (218 Calmic) TS	1·05	
Nu-Sun (479 WF)													aerosol	109g	
hot water bottles		0·28	—	—									Polycrol (894 Nicholas)	—	
Nystan (1176 Squibb) T5													gel	0·50	
cream	15g	0·58	—	—									tablets	300ml	
	30g	1·00	—	—									1·40		
ointment	30g	0·80	—	—									S tablets	150	
Oblivion (187 BS) †s4B													0·78		
capsules	25	0·30	—	0·45									0·285		
	100	0·93	—	1·39									1·45		
elixir	100ml	0·26	—	0·39									Poly Lady (721 LC)	—	
Oblivion C (187 BS) †s4B													colourant	4·055	
Overts 100mg	100	0·98	—	1·47									hair spray	2·84dz	
Opas (1335 Wiggleworth)													permanent wave	2·965dz	
tablets roll	12	1·19	0·44	0·06									setting lotion	1·63dz	
Optima (16 AGL) cameras													ponoxylan (117BPL)	—	
Sensor 200		—	—	42·59									gel	0·32	
													Portia (1150 Solport)	—	
													first aid case	1·44	
													D180	0·11	
													Potters (992 P & C)	—	
													pastilles	—	
													children's cough	1·01dz	
													Precortisyl (1087 Roussel) T5	0·36dz	
													tablets	100	
													500	2·00	
													0·42	—	
													Presage (76 Atkinson) existing entry	—	
													Presage (76 Atkinson)	—	
													Parfum petit	—	
													mignon	—	
													mist	—	
													mini mist	—	
													parfum de toilette	—	
													soap (1)	—	
													talcum	—	

	Trade £·p	Tax £·p	Retail £·p	
Iter (1256 Ulter) existing entry				D
Iter (1256 Ulter) stomach tablets	20	2.03dz	0.74dz	0.30
	40	3.88dz	1.42dz	0.50
	100	8.78dz	3.22dz	1.25
	500	3.94	—	—
alentine's (33 JA) meat juice extract	0.78	—	1.00	I
alomel (626 HH & C) hand lotion	1.34dz	0.49dz	0.21	
apex (695 TK) inhaler	0.09	0.03	0.16	
medicated rub	0.09	0.03	0.16	
pastilles	0.09	0.03	0.16	
ascardin (894 Nicholas) tablets	100	1.01	—	1.51
aseline (256 CPL) intensive care lotion	med	2.51dz	1.27dz	0.39
	large	3.16dz	1.61dz	0.49
eiled Radiance (60 Arden) 417.33	—	—	1.85	
elactin (1303 Wander) powder	lb	0.88	—	1.32
elouty (379 Dixor) powder cream	tube	0.79dz	0.435dz	0.14
	1.30dz	0.715dz	0.23	
	2.53dz	1.39dz	0.44	
	2.36dz	1.30dz	0.40	
elvethone (463 Fisons) spring/summer	20 sq yd	0.18	—	0.27
	50 sq yd	0.333	—	0.50
	100 sq yd	0.60	—	0.90
with weedkiller	20 sq yd	0.22	—	0.33
	50 sq yd	0.432	—	0.65
	100 sq yd	0.80	—	1.20
autumn/winter	20 sq yd	0.186	—	0.28
	50 sq yd	0.344	—	0.52
	100 sq yd	0.612	—	0.92
esagex (970 PM) existing entry				D
esagex (1335 Wigglesworth) antiseptic ointment	60g	2.04dz	—	0.20
	500g	0.59	—	0.73
dispenser	500g	1.79	—	2.07
refill	500g	0.59	—	0.73
bra (721 LC) tonic bath	—	1.395dz	0.765dz	0.22
ick (1055 RM) lozenges regular	cherry, lemon, blackcurrant	1.41	0.52	0.06
	(40pkts)	(40pkts)		
cough drops	corone (930 P & B)†S4B ampoules 5mg/ml	1.62dz	0.595dz	0.23
	10mg/ml	0.35	—	—
	25mg/ml	0.37	—	—
	50mg/ml	0.40	—	—
	100mg/ml	0.55	—	—
	packs of 6	0.90	—	—
tarnin (Grossmann 163 Bramwell) effervescent tablets	10	4.62dz	—	0.58
aft (893 Nicholas) arricks (1333 VVL) pastilles	catarrh	50g	0.92dz	0.32dz
	cherry cough	50g	0.92dz	0.32dz
	glycerine of thymol 50g suppositories	0.92dz	0.32dz	0.14
adult's	12	1.25dz	—	—
child's	12	1.10dz	—	—
infant's	12	1.05dz	—	—
white Magnolia (596 HR) dusting powder	6208	—	—	1.75
flask	6233	—	—	0.90
hand lotion	6344	—	—	0.85
skin perfume	6002	—	—	1.15
oodwards (1346 Woodward) baby cream	220g	2.34dz	—	0.26
baby-wipes	(6)	2.04	0.28	0.12
	(2dz)	(2dz)		
brush and comb set	1.74dz	0.64dz	0.27	
diarrhoea mixture	1.48dz	0.545dz	0.21	
gripe water	1.48dz	0.545dz	0.21	
teething balm	1.29dz	0.475dz	0.20	
ytox (970 PM) existing entry				D
ytox (970 PM) dental solutions, plain or with adrenaline or nonadrenaline	solutions with adrenaline or nonadrenaline †S4B 2% cartridge 1.8ml	100	2.70	—
	2ml	100	2.12	—
	1½% cartridge 2ml	100	0.33	—
	4% topical	25ml	0.24	—
	extra paste	15g	0.27	—
	jelly	15g	0.14	—
	normal paste	30g	0.25	—
	ointment	15g	0.22	—
		30g	0.19	—
	oral 2%	200ml	0.72	—
	spray 10%	85g	1.49	—
ardley (1355 Yardley) eye make-up flowliners	0.458	0.25	0.94	

	Trade £·p	Tax £·p	Retail £·p	
Zac (626 HH & C) baby cream	tube	0.88dz	0.32dz	0.13½
	56g	1.35dz	0.495dz	0.21
	112g	1.93dz	0.705dz	0.30
				D
Zypar (61 APC) powder granules				A
	200g	1.80	—	2.70
	500g	4.00	—	6.00

THIS WEEK'S CHANGES

	Trade £·p	Tax £·p	Retail £·p	
Almay (39 Almay) near nude make up	0.45½	0.25½	0.98	●
bronzing gel	0.37	0.19½	0.75	
liquid blush	0.39½	0.20½	0.80	
Alphakil (1047 Rentokil) mouse bait†				D
mouse bait†				I
Alupert (145B) ampoules 0.5mg 1ml 6†	0.38	—	0.57	A
solution 5% 7.5ml†	0.31	—	0.46½	
metered aerosol ½4B	0.97	—	1.45½	
refill ½4B	0.81	—	1.21½	
syrup †	150ml	0.36	0.54	
II	2.14	—	3.21	
tablets †	50	0.62	0.93	
250	2.82	—	4.23	
1000	10.93	—	16.39½	
Alupent expectorant (145B)† mixture	300ml	1.35	0.496	A
tablets	30	0.90	1.68	
250	6.82	2.50	12.73	
Alupent-Sed (145B) †S1s4A tablets	50	0.66	—	A
250	3.00	—	4.50	
Aqua Manda (532 Goya) after shave fragrance	28cc	0.22	0.12	0.45 A
	96cc	0.353	0.195	0.72
	210cc	0.54	0.295	1.10
spray		0.27	0.15	0.55
golden body rub		0.27	0.15	0.55
hand lotion		0.186	0.105	0.38
herbal bath oil		0.27	0.15	0.55
sachet		0.039	0.022	0.08
foam bath		0.236	0.125	0.44
sachet		0.043	0.023	0.08
oatmeal soap		0.076	0.028	0.13
shampoo		0.037	0.013	0.07
talcum		0.166	0.09	0.34
Biotren (228 Carlton) TS dusting powder	15g	0.25	0.09	—
Bisolvon (145B) ampoules 4mg/2ml elixir	5	0.58	—	A
	200ml	0.69	—	1.03½
	II	3.28	—	4.92
tablets	20	0.46	—	0.69
	250	5.03	—	7.54½
	1000	19.32	—	28.98
Blue Carnation (1076 R & G) dusting powder eau de toilette	0.78	0.42	1.85	●
	4oz	0.40	0.22	0.95
	4oz	0.66	0.35	1.55
soap (3)	0.54	0.19	1.12	
spray Cologne	55cc	0.54	0.29	1.25
talc	0.32	0.17	0.75	
Breck (1509 C of GB) creme rinse sachet	120cc	0.305dz	0.168dz	0.05 C
	2.15dz	1.182dz	0.35	A
with body sachet	0.305dz	0.168dz	0.05	C
Miss Breck hair spray	130g	2.04dz	1.122dz	0.33 A
	200g	2.725dz	1.498dz	0.44
	370g	2.97dz	2.182dz	0.64
shampoos for dry hair, normal hair, oily hair, medicated	70cc	3.40dz	0.491dz	0.19
	120cc	2.02dz	0.74dz	0.29
Buscopan (145 B) †S1 ampoules 20mg	6	0.40	—	0.60
	30	1.64	—	2.46
tablets 10mg	20	0.30	—	0.45
	100	1.23	—	1.84½
	500	4.91	—	7.36½
Carbonet (1155 S & N) non adherent dressing				A
3½" x 3½" in				
10 piece CT4	2.03dz	—	0.24	
30 pieces CT3	3.47dz	—	0.41	
7½" in x 4yd CT2	6.26dz	—	0.74	
Care (532 Goya) hand cream	0.108	0.396	0.22	A
Cellosene (1073 Robinson) cellulose wadding 16oz	0.18	—	—	A
Colpastope (1155 S & N) zinc paste and coal tar bandage BPC 3½" in x 6yd	2206	2.37dz	—	0.28
Corecto (950 Pegar) feeding bottle teats (20)	0.19	—	0.27½	●
	1.13	—	0.07½	
Cortacream (1155 S & N) bandage	3½" in x 1yd	5.415dz	—	0.64
	3½" in x 2yd	6.685dz	—	0.79
Crinx (1155 S & N) conforming bandage 4yd x 2in		0.655dz	—	—
	4yd x 3in	0.85dz	—	—
	4yd x 4in	1.02dz	—	—
	4yd x 6in	1.41dz	—	—
Flor de Blason (317 CS) lotion				I
	large	0.18	0.10	0.42
	bath	2.08dz	0.76dz	0.35
	3.60dz	1.32dz	0.60	

	Trade £·p	Tax £·p	Retail £·p			Trade £·p	Tax £·p	Retail £·p			Trade £·p	Tax £·p	Reta... £·p
Fluor-I-Strip (1601 Ayerst)													
strips 100×2	2.50	—	—	●		2 in × 10 yd	dz	4.265	—	—	2.317 dz	—	—
200	2.50	—	—			3 in × 10 yd	dz	5.025	—	—	3.062 dz	—	—
Goya (532 Goya)						Persantin (145 B)			A				
Cologne stick	0.166	0.095	0.34	I		ampoules 10mg		0.31	0.115	0.58	superfoam adhesive	2.004 dz	—
hand lotion	0.166	0.095	0.34	A		tablets 25 mg	30	0.60	0.22	1.12	1.194	0.436	—
fragrance spray	0.255	0.14	0.52			200	3.58	1.31	6.68½		1.59	0.581	—
perfume phial	0.166	0.095	0.34			Phospholine iodide (1556 Farillon) existing entry			D				
spray set unperfumed	0.245	0.135	0.50	I		vial 1.5 mg		0.79	—	—	0.859	0.315	—
talcum	0.147	0.085	0.30	A		3 mg		0.89	—	—	1.304	0.476	—
bubble bath						6.25 mg		0.995	—	—			
soap						12.5 mg		1.14	—	—			
Cedar Wood						Premarin (649 ICI) existing entry			D				
deodorant stick	0.176	0.10	0.36	A		Premarin (1601 Ayerst) ts4B			I				
foam shave	0.242	0.09	0.45			intravenous 25 mg with diluent	1.00	—	—				
hair cream	0.157	0.09	0.32			tablets 0.625 mg	100	1.28	—	—			
spray	0.22	0.12	0.45	●		1.25 mg	30	0.70	—	—			
shave cream brushless	0.134	0.05	0.25	A		100	2.14	—	—				
lather						Revlon (1052 Revlon)			●				
shaving bowl	0.134	0.05	0.25			colourlashes							
refill	0.172	0.06	0.32			starry	—	—	2.00				
Gypsona (1155 S&N)						tassel	—	—	2.15				
plaster of paris bandage						raggedy plus frost	—	—	2.15				
2 in × 3 yd	5002T	0.93dz	—			lipstick super sheer	—	—	0.65	●			
3 in × 3 yd	5003T	1.185dz	—			Sedapersantin (145 B) ts4A			A				
4 in × 3 yd	5004T	1.48dz	—			tablets	20	0.47	0.17	0.87½			
6 in × 3 yd	5006T	1.86dz	—			200	3.73	1.37	6.96½				
Hanson (822 McEwan) existing entry						Si Senor (317 CS)							
Hanson (1600 NM)						aftershave							
scales	SK65	—	—			men's cologne	105cc	0.85	0.47	1.95	I		
	SK9422	—	—			Sleek (1155 S&N)							
	SK988	—	—			waterproof plastic							
	SK940	—	—			adhesive strapping							
	SK105	—	—			BPC							
happy line	SK705/06/07/08/09/10	—	—			1 in × 2½ yd	SK12X	0.805dz	—	0.09½			
	—	—	2.95			1 in × 5 yd	SK15	1.395dz	—	0.16½			
Harmogen (2 Abbott) ts4B	100	3.00	—	●		2 in × 5 yd	5K25	2.285dz	—	0.27			
tablets						3 in × 5 yd	SK35	3.09dz	—	0.36½			
Ichthopaste (1155 S&N)						Sparklets (183 BOC)							
zinc and ichthammol						concentrates	2.25dz	0.49dz	0.29	R			
bandage BPC 3½ in × 6yd	2506	2.37dz	—	0.28		syphons							
Jelonet (1155 S&N)						Executive	3.77	0.52	5.55				
paraffin gauze dressing BPC						Hostmaster	3.37	0.46	4.95	A			
36 × 3½ in × 3½ in interleaved						vacuum jug	1.19	0.16	—	●			
J1	3.30dz	—	0.39			Corkmaster	0.88	0.12	1.12½	C			
8yd × 3½ in strip	J2	4.905dz	—	0.58		Taylor's (1073 Robinson)							
36 × 3½ in × 3½ in	J4	3.13dz	—	0.37		boil plasters (3)	0.907dz	0.335dz	—				
10 × 3½ in × 3½ in	J6	1.86dz	—	0.22		(144)	2.27dz	0.83dz	—				
10 × 2 piece 4×4 in	J7	5.835dz	—	0.69		corn plasters N.H.S.	0.315dz	0.115dz	—				
Jergens (261 Christy)	6oz	—				sal. acid ½ × 3 in 20% 40%	0.353dz	0.13dz	—				
Joyel (317CS)						Filmic first-aid dressings waterproof tin	0.641dz	—	—				
Cologne	1½ oz	0.72	0.395	I-32		strips	1.281dz	—	—				
	3½ oz	1.32	0.725	3.00		2½ × 6 in	0.271dz	—	—				
perfume	1/7 oz	0.72	0.395	1.62		3 × 13 in × 144	0.576	—	—				
	½ oz	1.38	0.76	3.12		2½ × 21 in × 144	0.596	—	—				
	2.20	1.21	5.00			3 × 3 in × 144	0.604	—	—				
Kodak (711 Kodak)						1½ × 3½ in × 50	0.454	—	—				
Instamatic colour outfit	133X	4.49	2.35	9.11		1 × 3½ in × 50	0.238	—	—				
	233X	6.64	3.53	13.60		1½ × 2½ in × 50	0.290	—	—				
Kolanticon (838 Merrell)	100	0.94	—	—		wound dressings	0.336	—	—				
wafers						2 × 3 in × 50	0.613	—	—				
Kolantyl (838 Merrell)						2½ × 3½ in × 50	0.681	—	—				
tablets						1½ × 1½ in × 50	0.322	—	—				
packs of 240						circlettes ¾ in dia.	100	0.318	—	—			
Leichner (749 Leichner)						1½ in dia.	100	0.385	—	—			
nail gloss						individually wrapped							
Lignostab (147 Boots)						1½ × 1½ in × 100	0.75	—	—				
cartridges 2·2ml						1½ × 2 in × 100	0.795	—	—				
box of 500	8.82	—	—	I		2 × 3 in × 100	1.012	—	—				
Lignostab-A '100' (147 Boots) ts4B						2½ × 3½ in × 100	1.602	—	—				
cartridges 2·2ml						2 × ½ in × 100	0.585	—	—				
box of 500	8.82	—	—	I		2½ × 2½ in × 100	0.647	—	—				
Lignostab-N (147 Boots) ts4B						3 × 3 in × 100	0.602	—	—				
cartridges 2·2ml						poorman's plaster	0.92dz	0.335dz	—				
box of 500	8.82	—	—	A		sponge rubber adhesive	3.722dz	—	—				
Maderas de Oriente (317 CS)						¾ × 3½ × 6 in (3)	2.804	1.025	—				
lotion	0.18	0.10	0.42			¾ × 36 × 18 in	2.22	0.81	—				
soap	large	2.08dz	0.76dz	0.35		½ × 36 × 18 in	1.505	0.551	—				
bath	3.60dz	1.32dz	0.60			strapping adhesive							
Maja (317 CS)						waterproof	1 in × 1 yd	0.656dz	—				
gel	0.66	0.365	1.35	I		1 in × 2½ yd	0.844dz	—	—				
Meroct (838 Merrell)						1 in × 5 yd	0.917dz	—	—				
solution	100ml	0.12	—	0.18	●	1 in × 10 yd	1.384dz	—	—				
	4oz												
Minalka (255 Chembro)													
diet supplement tablets	360	19.44	6.96	1.50									
	(2dz)	(2dz)											
Nonad tulle (34 A&H)													
4in × 8yd strip													
Paragon (1155 S & N)													
zinc oxide plaster													
½ in × 1 yd	0.395dz	—	—										
1 in × 1 yd	0.535dz	—	—										
½ in × 3½ yd	0.90dz	—	—										
1 in × 3½ yd	1.255dz	—	—										
½ in × 5 yd	1.18dz	—	—										
1 in × 5 yd	1.72dz	—	—										
2 in × 5 yd	2.90dz	—	—										
3 in × 5 yd	3.945dz	—	—										
½ in × 10 yd	1.72dz	—	—										
1 in × 10 yd	2.72dz	—	—										

POISONS RULES

All preparations containing amphetamines are now also included in Schedule 1 in addition to the Fourth Schedule

Most women think sanitary towels are made of cotton wool, but the truth is, they're not.

All the leading brands except Silcot contain a proportion of cellulose, which simply isn't as gentle or as comfortable as soft, silky natural cotton wool.

That's why Silcot sanitary towels, as well as being completely free from cellulose, contain a far higher proportion of cotton wool than any other leading brand.

For maximum comfort, Silcot sanitary towels contain 80% natural cotton wool, blended with rayon for optimum absorbency.

Frequent colour advertisements in Honey, 19, Petticoat, Jackie, Hers, Rave and Fabulous 208 are telling 5½ million girls in their teens and twenties about Silcot's extra softness.

Which is why more and more of them are switching to Silcot every month.

By stocking Silcot you not only benefit from the highest profit margins in the trade; you earn *extra* high profits because we're helping to increase your Silcot turnover too.

Be sure to display the Silcot packs prominently – special point of sale material is yours for the asking.

Silcot is a product with tangible consumer benefits.

Macdonald Top Terms plus extensive advertising promotion mean Silcot has very profitable benefits for chemists too.



MACDONALD OF MANCHESTER

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Member of the Wellcome Group of Companies



Mallory would hate to disappoint anybody.

When Mallory pioneered the miniature power cell they made a lot of people happy.

The miniature hearing aid, which followed closely on the heels of Mallory's development, quickly became the most popular kind.

Mallory could have sat back and left it at that.

But as long as people continue to wear different kinds of hearing aid Mallory will continue to make batteries to power them.

Which explains why Mallory

make more different kinds of hearing aid battery than anyone else.

Whoever said "you can't please all the people all the time" was just looking for excuses.

MALLORY BATTERIES LIMITED, Gatwick Road, Crawley, Sussex.

MALLORY DURACELL®

COMMENT

Complete answer?

It is the inalienable right of every citizen in Britain to have access to a pharmaceutical service, but in far too many areas, be they remote or merely underpopulated, such access is at present denied.

Mr R. Mackay's report to the Pharmaceutical Society's Scottish Department on the successful operation of part-time pharmacies and prescription collection and delivery services (p 50) is therefore most welcome. In it may be seen the forging of the key to the rural areas problem and perhaps the complete answer to the expanding town or housing estate not yet able to support its own full-time pharmacy.

The only argument in the dispensing doctor's case that could never be effectively countered by the pharmaceutical profession, was that the doctor offered a service the pharmacist was unable or unwilling to provide. The reason is that, until now, it has been difficult to provide chapter and verse on just how pharmacy could economically shoulder its own responsibilities to the advantage of patient and doctor. But in Scotland, good inter-professional co-operation has shown that problems can be overcome, and there are now in operation 10 collection and delivery services and four part-time pharmacies.

Of the two, the part-time pharmacy is obviously to be preferred, for the public thereby has direct access to the pharmacist. But it is apparent from the case-histories provided by Mr Mackay that this kind of service depends upon the success of the non-pharmaceutical counter trade when the pharmacy itself is not in operation.

Medicine sales anomaly

There is an anomaly here in that the part-time pharmacy is unable to sell medicines when the pharmacist is absent — even though the same product may be available at the grocer's or post office next door. The logic for this situation is that the customer purchasing a medicine from a pharmacy is presumed to expect professional judgment to be exercised when the sale is made.

Nevertheless, there should be some means of making special provision for the part-time pharmacy. Such premises are certain to be left in the charge of persons the pharmacist can trust to act with discretion, and professional advice is available at the end of the telephone if either the assistant or the customer is in doubt. A notice to that effect might even be displayed.

Without question, however, it must be made possible

for the part-time pharmacy to sell general-sale list medicines, when these become known. The rationale for such a list can only be that the products on it may be bought safely on the customer's own motivation, and that under no circumstances are any warnings necessary, other than those carried on the label. With such products the part-time pharmacy cannot be denied its right to trade — particularly when that trade is supporting a valuable public service.

Easily said . . .

See that your customers benefit from the halving of selective employment tax, Mr Anthony Barber, Chancellor of the Exchequer, said to retailers at the weekend. Would that they could, Mr Barber, for the retailers themselves would benefit greatly from the sales stimulus.

Unfortunately, things have been taken out of the retailers' hands by extensive price increases announced recently by many manufacturers and distributors. Well over 1,100 individual rises have been notified to the C&D Quarterly Price List in the past three weeks alone—not exactly what the Prime Minister had in mind when he described the tax cut as "a real and direct help to everyone who goes out shopping."

Once again the independent retailer is caught in a nut-cracker. On the one hand his suppliers raise their prices and his overhead costs increase, on the other Government Ministers tell his customers to look for price cuts—and to regard him as a profiteer if he does not make them.

Some multiples have already made capital out of the budget announcement—Boots claim to have reduced the prices of 233 lines immediately. But for the independent, such "gestures" of philanthropy are more difficult.

Mr Barber's next master stroke—if we are to believe the pundits—is a reduction in purchase tax by use of the 10 per cent "regulator." This is another way in which retailers will be expected to finance Government policy, for no-one wants to pay the "old" price when the tax goes down.

All of us, retailer and customer alike, want taxes on goods to be as low as possible. But traders would be more willing to support a Government that did not so openly use them as a springboard. As for manufacturers who are so boldly putting up prices at this "opportune" moment, we might suggest that any savings the retailer can pass on to the customer should be given on those lines that have not been put up. The savings will appear more real.

BUSINESS Q&A

As pharmacist/manager I have been employed by a private company over a period of about 13 years. Prior to my appointment I received a letter from the then general manager stating that all managers of their pharmacies were insured for about £100 per year which came to a nice sum upon reaching pensionable age. Now

the firm has sold out and a new employer taken over who has completely new ideas about running the business. The original company paid all the superannuation. Does this mean that if I do not continue with the company until 65 I lose everything?

There is insufficient data to be precise about this, but it would appear that you have been the subject of pension arrangements based on the life endowment policy method. In this event the position on early retirement would depend upon the actual policy,

but probably if you ceased to work the policy would be paid up and assigned to you. The proceeds could be used to purchase an annuity at a reduced level. You should seek clarification from your employer or from the insurance company concerned.

Can a payment for life insurance for a director be charged against profits?

Yes, if it can be said that the continuance of the director's life is a material factor in earning the profits. Any sums received are of course treated as taxable receipts.

FIRST AID: WHERE THE CHEMIST'S AUTHORITY PAYS

by A. F. L. Deeson, MA, PhD, DSc

In general terms, the first aid market can be split up into first aid dressings; products such as creams, lotions and antiseptics; and first aid kits.

Of the first category, self-adhesive dressings are shown by a recent independent market survey on a wide variety of chemists' products to produce more profit than any others, giving a gross of 33·7 per cent—or net, with handling cost deducted, of 28·2 per cent.

Admittedly, the market for this type of dressing is not very large (about £2½ million per year) and it is more or less static, but in spite of the inroads made by supermarkets and multiple grocers, about 60-65 per cent of a profitable market is still in the chemists' hands, and if it is as profitable as the figures above indicate, it is worth a little trouble.

It is a curious fact that while the American household buys at least four or five packets of adhesive dressings a year the British counterpart buys only 1·6. Whatever the implications of that (are the Americans more accident prone, more lavish with their initial plastering, do they waste dressings by misuse, or change their plasters more frequently?) there is no doubt that in this country too few households keep planned stocks in anticipation of accidents, and most purchasing is impulse buying.

Good presentation

Modern packs for self-adhesive dressings are very attractive and to promote business the chemist can hardly do better than use the display stands offered by manufacturers.

There are two basic types of adhesive

first aid dressings: fabric and plastic backed. There are also two dominant manufacturers: Smith & Nephew, with the Elastoplast range (65 per cent of the total market) and Johnson & Johnson with Band-Aid (32 per cent). The other 3 per cent is shared by Germolene Medicated Plasters (Beechams); Emergoplast (Boots); Adaptoplast (Cuxson, Gerrard); Zopla and Helzia (Leslies).

Cuxson, Gerrard may be the oldest company in the business. One of the founders, Mr A. W. Gerrard, developed a plaster spreading machine nearly 100 years ago and so, in due course, Sanoplast was introduced, later replaced by the current Adaptoplast range.

Today, however, Cuxson, Gerrard are best known for their specialised dressings: Carnation Corn Caps were introduced about 1930 and still lead the field; their

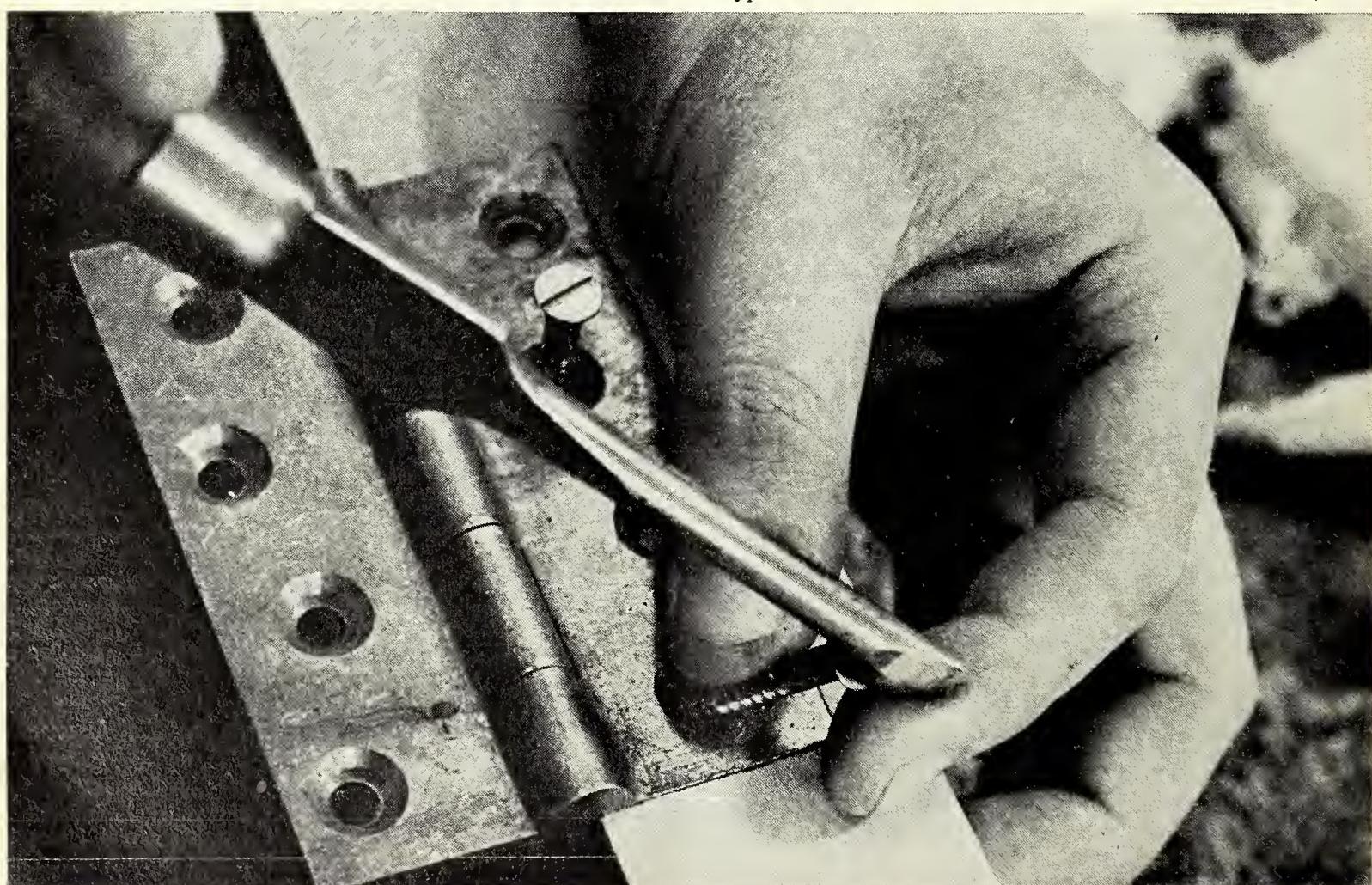


Illustration by courtesy of Allen & Hanbury (Acriflex)

boil treatment plasters are also still popular and more recently they have introduced Vericaps for the treatment of warts and verrucae.

For three or four years Band-Aid was making considerable inroads into the Elastoplast market, then based on the traditional fabric-backed dressing. Then Smith & Nephew introduced a new Elastoplast product, Airstrip, a lattice-backed microporous material which allows wounds to breathe. Today there are five Elastoplast brands: Stretch Fabric, Waterproof, Washable Ventilated, Invisible and Airstrip.

Until last year Johnson & Johnson had three types of Band-Aid — Sheer (an "invisible"), plastic and fabric.

In 1970 *Retail Business* estimated that 28 per cent of all adhesive first aid dressings sold are fabric while the remainder is made up of the various waterproof or washable/ventilated plasters. Airstrip alone has almost one third of the total market.

Advertising support

The two major companies support their products well with advertising and their expenditure is high when related to the size of the market: in total it is around £400,000 a year. Both use Press and television. The only other consumer advertiser of note is Germolene, entirely confined to the Press.

For impulse selling, packaging is of prime importance and the manufacturers have put a good deal of thought into their packs. Johnson & Johnson redesigned theirs in 1969 and Smith & Nephew have introduced the valuable concept of product differentiation. Thus Airstrip is waterproof and lets the wound breathe; Stretch Fabric offers cushioning for a sore or bruised wound; waterproof plasters protect against water, oil, dirt and grease and Washable Ventilated claims quicker healing with good adherence in water. Invisible plasters blend with the skin.

Both major manufacturers provide attractive counter and floor display stands which, correctly positioned, can increase sales considerably. Cuxson, Gerrard have counter display units. It is also worth noting sale-boosting campaigns: for example, last year Smith & Nephew offered 100 Raleigh cycles and 500 Ilford Super 100 cameras as the prizes in their "Great Adventure Competition for Children."

In May this year Johnson & Johnson ran a consumer competition with a first prize of a holiday in Bermuda for two; they also have a current incentive scheme for chemists only with a Bermuda holiday and during the summer there is a banded pack offer of a free J.Cloth on the medium assorted tin of Band-Aid plasters.

The main purchaser of first aid dressings seems to be the mother with children of 3-15 years; sales are steady throughout the year but show a slight upward trend in the summer.

Although no figures are available, kits are a relatively small market for the chemist. But, depending on district, there is a certain level of sales to enterprising households, industrial premises, offices and shops and to motorists. Again the major

manufacturers are Smith & Nephew and Johnson & Johnson. Smith & Nephew in particular have a very wide range. If motorists' kits are displayed they are said to sell well around Christmas as gifts and Smith & Nephew have a very attractive pack for this particular market.

The creams, lotions and antiseptics market is difficult to define because in the case of the liquids it is sometimes hard to draw the line between personal antiseptics and those used as household disinfectants. Dettol is a case in point and probably leads over TCP and Milton, but is used widely as a household disinfectant. Milton is in fact sold as a teat steriliser but it would seem that many people use it for surgical purposes.

No authoritative figures are available and market estimates for creams, lotions and antiseptics are variously given as anything between £2½ million-£5 million a year at retail prices: probably the latter figure is more realistic if products such as Dettol are included.

Of liquid antiseptics, chemists have about 47 per cent of the market as against 53 per cent for supermarkets and grocers, but this percentage differs widely from product to product. Thus Dettol is a "grocers' product" while TCP and Milton are chemists'. Overall, in this market, chemists have excellent opportunities to use their experience and qualifications to make authoritative recommendations.

Among liquid antiseptics, TCP is believed to be the leader of those sold through chemists — about 34·4 per cent of sales. Dettol follows with nearly 24 per cent; liquid Savlon with 9·2 per cent and Listerine with 4·2 per cent.

Antiseptic creams

Of the antiseptic creams, Savlon is undoubtedly the brand leader and deserves special support because it is the only product in the market which is confined to chemists.

It also has the widest user profile as a general purpose antiseptic, in contrast to products such as Valderma for spots and pimples and Acriflex for burns. This year Savlon is being promoted as "a first aid post in a tube."

Germolene ranks second in sales of antiseptic creams. A new addition to the Beecham range is Germolene New Skin, a colourless liquid coating intended for direct application to minor skin injuries where it is impracticable or unsightly to apply a dressing.

Advertising support is considerable in relation to the size of the market and most manufacturers offer display material. As with dressings, the main purchasers of creams, lotions and liquid antiseptics are women with young children.

Admittedly these products are difficult to display attractively and there is probably more planned and less impulse buying than is the case with self-adhesive dressings, but it is important to maintain adequate stocks of the brand leaders to avoid lost sales.

The chemist's main strength is his ability to make authoritative recommendations of the product most suitable for a specific requirement.

BOOKS

Index Nominum 1970/71. 6th Ed. Editors: H. P. Jasperson and A. Kriesi. *The Swiss Pharmaceutical Society*, 8050 Zürich, Binzmühlestrasse 40. 9 x 6 in. Pp 1159. Sw Frs 125.

In this index the reader will find a list of pharmaceutical synonyms based on international non-proprietary names recommended by the World Health Organisation. The publication aims to help the reader to find his way through the manifold denominations applied to today's therapeutically active compounds.

Where there is no internationally recommended name for a substance the editors have chosen a national approved name as the key word for an entry and have indicated its source. Thus only one alphabetical list need be consulted. The design of the volume also means that only one cross-reference has to be turned up to find the main entry.

For the first time, in this edition, distinction is made between pharmacopeial titles and generic names. Also listed are chemical names, structural formulae, therapeutic classifications and registered trade names. New substances published for the first time in this edition and their synonyms are marked by a point to draw attention to them.

Although the text is in French, a minimum of language ability is required to follow the tabular presentation. A particularly useful feature is the inclusion of proprietary names from a wide cross-section of countries, making the Index a valuable source-book for manufacturers' libraries and those in the export-import business. Mixtures of drugs are generally not included, however.

Manual on radiation dosimetry. N. W. Holme and R. J. Berry. *Marcel Dekker Ltd*, 14 Crawford Rise, Maidenhead, Berks. 9 x 6 in. Pp xvi plus 450. £11·65.

An introduction to the basic concepts and principles of radiation dosimetry together with an account of 20 specific procedures for scientists, technicians and plant operators.

Selection of oxidants in synthesis L. J. Chinn. *Marcel Dekker Ltd*, 14 Crawford Rise, Maidenhead, Berks. 9 x 6 in. Pp viii plus 191. £5·95.

A discussion of oxidising agents used in organic synthesis, the conditions under which they are best employed and the stereochemical course of the reaction. The oxidants are classified according to the type of reaction being undertaken.

Ionising solvents. J. Jander and Ch. Lafrenz. *John Wiley & Sons Ltd*, Baffins Lane, Chichester, Sussex. 8½ x 5¾ in. Pp xii plus 202. Soft cover £3.

A further volume in the "Chemical Topics" series. Provides an introduction to chemistry in water like ionising solvents, for advanced students and also has the aim of stimulating further study in the field.

Reducing the impact of death duty

by Peter Miller

One of the changes in this year's Budget was in the legislation on estate duty, which is charged at death on the value of all cash, property, investments, etc, held at the time, less debts incurred prior to death, loans outstanding at the time of death etc.

In 1969, the starting level for estate duty was raised to £10,000, with the result that all estates worth less than this at death escaped estate duty altogether. In this year's Budget, the limit was raised to £12,500. In practice, this may simply have allowed for inflation since 1969.

Although £12,500 may seem a high figure, probably many readers are worth more than that figure now. Furthermore, it may be a number of years before there is another upward adjustment in the limit. Thus estate duty is likely to affect an increasing number of people in the future.

Unless adequate provision is made for estate duty well in advance, it could mean that it would be necessary to sell the business at your death.

Scale of Levy

The present scale of duty provides for duty of 25 per cent to be levied on the first £5,000 of an estate over and above the initial £12,500, with harsher rates applying for higher slices of an estate.

There have been plenty of occasions in the past when insurance brokers have referred to estate duty as being a "voluntary tax." They have advertised ways in which its impact could be reduced.

At one time, there were a variety of perfectly legal ways in which, by using some ingenuity, it was possible to make arrangements to avoid all or a great deal of the duty that would be payable at death.

The 1968 Finance Act had the effect of stopping up many of the legal loopholes which had previously existed in the estate duty legislation.

Nevertheless, there are still a number of quite legitimate ways of achieving this end. Perhaps the chief point to bear in mind about them is that they should be started as early as possible.

One of the most straightforward arrangements for mitigating estate duty is simply to make over shares in the business to a son or whoever else will follow on. Nevertheless, there are various rules and regulations to be observed so far as this is concerned.

Even before the 1968 Finance Act, this did not automatically absolve gifts from

being assessed for duty, apart from gifts to any one person totalling not more than £500, gifts made in consideration of marriage, and certain other exceptions of a relatively unimportant nature.

Before the 1968 Finance Act, if death occurred within five years of the gift being made, either the whole or a proportion of the gift was clawed back into the estate for the purpose of calculating the duty. This meant that anyone who had been given shares, cash, etc was obliged to pay the duty even though the gift had been made some years previously.

There was a concession, so that, in the event of death during the third, fourth or fifth years after the gift, the full rate did not apply. The 1968 Finance Act made the position worse, with the result that, now, gifts, in whole or in part, are taken into account for duty purposes if they were made within seven years of death.

Nevertheless, certain reductions are allowed. For instance, a reduction of 15 per cent applies in the event of death in the fifth year, 30 per cent if death occurs in the sixth year, and 60 per cent in the case of death in the seventh year, which is the final year before the gift is completely free from duty. While there is no doubt that it is a good plan to make gifts well in advance, so as to reduce the amount of estate duty which will be payable at death, one is running certain risks.

The first main risk from this course is that one could die prematurely during the seven-year period. In this case, there might be no saving in duty by making the gift.

Increased period

Secondly, there is the risk that, in the same way that the five-year waiting period was increased to seven years, so the current seven-year period may be increased—perhaps to ten years, or even longer, at some time in the future.

One way in which one can more or less avoid these difficulties is by taking out life assurance cover for the period during which the gift could be clawed back into the estate for duty purposes.

For instance, those to whom the gifts are made, or to whom the property or shares are made over (and thus who stand the risk of having to pay duty) should arrange short-term life assurance cover on the life of whoever is divesting himself of capital.

Although this is a useful facility, it does

not guarantee that the full cost of the duty will be met. That is a virtual impossibility, since the amount involved is likely to rise in the future, due to the general effect of inflation. Nevertheless, it is generally thought that a policy along these lines should be taken out for the amount of duty which it is estimated would be payable on the gifts if death should occur immediately.

Although arrangements can be made for the life assurance cover to reduce after the first four years, generally it is unwise to adopt this course—even though it will result in a saving of premium. This is because, almost certainly, by the end of the first four years, the potential duty will be higher than the life cover available at the time.

Mention was made of the possibility that the existing seven-year "waiting period" could be extended at some time in the future. It is possible to make provision for this. One can pay an extra premium each year, in return for which the insurers will give the option that, in the event of the period being prolonged, the policy can be extended beyond its original expiry date, even though there may have been a deterioration in the health of the person whose life has been insured.

Although that is one of the accepted methods of mitigating the effect of estate duty, unfortunately, it may not be practical to give away as much as one would like. In this case, it will be necessary to adopt an alternative method. Actually, there is much to be said for using such an alternative as well as making gifts in those cases where there will still be an estate duty liability.

Building a fund

Probably the best arrangement is to build up a fund, by means of life assurance, which, at death, will be quite free from one's main estate for the purpose of estate duty.

Almost certainly, the best method of achieving this is by arranging a whole life policy (under which the benefits are payable only at death) under the terms of the Married Women's Property Act, for securing absolute benefit of one's wife or children.

One effect of the 1968 Finance Act is that, in some cases, the full chargeable amount under such a policy will be added to the one's main estate. Nevertheless, there are still a number of exemptions, and it should be possible to qualify under them where a *bona fide* whole life policy is taken out.

As an example, there will be exemption from duty in respect of benefits under a MWPA policy secured by premiums paid by way of gift, if it can be shown to the satisfaction of the Inland Revenue, after death, that the payment of the premium on the policy was part of one's normal expenditure.

Apart from that, it will be necessary for it to be shown to the authorities that all gifts were made out of income and that, after allowing for all gifts forming part of one's normal expenditure, one was left

with sufficient income to maintain one's usual standard of living.

These conditions were made principally so as to catch those with very large amounts of capital. In view of this, it is generally considered that the Inland Revenue will apply the conditions in a reasonable manner. As a result, the benefits from the majority of straightforward *bona fide* life assurance policies should be free from duty at death.

It is best for the whole life policy to be arranged on a "with profits" basis. This means that it will share in the profits of the life office, and to some extent this will help the fund to keep pace with the increase in the value of the estate which can be expected, in view of the present inflation.

A drawback

A practical drawback in the normal course of events is that premiums may have to continue to be paid until death. Nevertheless, there is a way round this, by using the unique reduction of premium system operated by the old established mutual office, the London Life Association. The unusual feature about this particular contract is that the profits start to be distributed in the form of cash allocations when the ninth annual premium is due.

Because it is anticipated that, at first, the cash allocations will be applied to paying the premium, they are expressed as a percentage of the annual premium. There is, however, considerable flexibility, since the allocations can be taken in cash at any time, or they can be left to accumulate with the sum assured, at interest. It is difficult to forecast results which depend on future profits.

Market influence

Nevertheless, it is generally considered that, provided there is no serious check in the long-term growth of ordinary shares on the Stock Exchange, nor any drastic fall in the market rates of interest, if the first allocation (in the ninth year) is used to pay part of the premium, only about 18 per cent of it may have to be paid in cash.

On this basis, the amount which will have to be paid in cash towards the premium in the tenth year will be reduced to 9 per cent. Incidentally, during both these years, the statutory relief of income tax can be claimed in respect of the full amount of the premium.

In the eleventh year, the premium should be extinguished altogether. From then onwards, further allocations made by the office can be taken in cash by the beneficiary on a tax-free basis (and they should increase in amount each year). Or they can be allowed to accumulate with the sum assured at a worth while net rate of interest.

This, therefore, is not only a method for building up a fund to meet estate duty whenever it may be due, by paying premiums only over a comparatively short period. In addition, if necessary, an increasing annuity can be obtained for one's wife on a tax-free basis during retirement.

LETTERS

Contract out?

How much longer is the pharmacist proprietor expected to put up with the existing so-called contract of service and a system of remuneration which assesses our rightful payment on an average of our overheads, labour and dispensing costs, together with a profit, so that if one dispenses 2,053 prescriptions a month one is alleged to receive a fair remuneration?

Using this system as the yardstick it is obvious that:

- Those dispensing less than 2,053 per month are underpaid.
- Those dispensing more than 2,053 per month are overpaid.

The time has surely come for all contractors dispensing less than 2,053 prescriptions a month to realise two main facts: (1) They are in an absolute majority numerically, and (2) That without their co-operation the pharmaceutical service of the NHS will collapse.

Now is the time to say we will cease to co-operate and force a new contract out of the Department of Health: one which recognises the worth of each contractor as an individual, not as an average number, and, also makes a standard payment to cover his overhead costs.

F. B. Fawcett,
New Ferry Cheshire

Bad policy

I recently sent the following letter to the Central NHS Committee (I have hesitated to pass it on to you, but feel so strongly that I must make a protest):

"I am amazed that your committee has at this juncture agreed to consider handing prepayment certificates for prescriptions. I have always understood that part of our objection to the cost-related scheme was concerned with the time involved. It seems, however, that we can find time to operate this part of the exemption scheme.

"Placing myself in the position of Devil's Advocate, I can imagine the officials of the Department of Health & Social Security saying to Sir Keith Joseph . . . 'these people make a song and dance about difficulties but they can sing a different song when they see a chance of putting £3-plus in their tills.' I can only see that this will reduce the strength of our opposition."

"In fairness, I must admit that I can see some advantages—but I must stress that at this time we surely dare not show any indication to the Department of willingness to collaborate in soaking the sick."

The reply I have received from the secretary of the Committee includes the phrase "reduce the decrease in the number of prescriptions," and this is of course how the Department of Health will regard it.

Logically, the next step is for the Department to say, as in my original letter, "these people are mainly concerned with their tills," and thus they can operate a scheme which is time-consuming. How much more administrative work will therefore be loaded on to us?

In my view we should not co-operate with the Department while there is any chance at all of a cost-related scheme. There is little to be lost by being "bloody-minded" for a while, and a great deal to be gained.

Incidentally, I would have thought that the Committee might be acting *ultra vires*, in that they were instructed to have no truck with a cost-related scheme, and this might be said to be aiding and comforting the Department of Health . . . the enemies of pharmacy.

M. E. James
Canvey Island

Giving warning

How right is E. C. Tenner in his column "Minuted Minutiae"! Manufacturers seem to think the pharmacist is a "clot," best to be left alone as he cannot read. E. C. Tenner's article should help to improve things.

P. J. O'Brien,
Dublin

Meaty stuff!

This may be an unusual request: I have been using your *Quarterly Price List* for many years and find it most useful in pricing goods and scripts.

Tonight I have been pricing scripts at home and had my Price List in its folder on the floor beside me. The 'phone rang and I went to answer it — but while I was out of the room my dog decided to assist me and tried to "digest" my QPL. Needless to say it is now a complete shambles.

I would, therefore, be obliged if you could let me have another copy, along with folder, by return post and enclose invoice for same — and I shall in future muzzle my dog.

Once bitten

Another copy has been sent — Editor.

SPORT

Golf

Manchester & District Pharmaceutical Golfing Society. The match played at Shaw Hill Golf Club on June 16 for the Robinson Trophy was won by Dr Reynolds. Runner-up was Dr Sandler.

Irish Chemists' Golfing Association and **Ulster Chemists' Golfing Association.** The Southerners won the annual joint meeting over Dundalk on June 23 by 4-2.

Bowls

Ulster Chemists' Bowling Association. The annual wholesale v retail match took place on June 4 at Jordanstown green, co Antrim. After eight successive defeats the retailers had a welcome victory by seven shots. *Skips and scores:* Retail: J. McKee 19, R. Wilson 19, S. Magowan 18, C. Ritchie 14, total 70; Wholesale: S. McIlroy 14, A. Steen 13, W. McNally 13, W. W. Dinnen 23, total 63.

PROFESSIONAL NEWS

Pharmaceutical Society
Scottish Department

Low-population pharmacy services 'in action'

Prescription collection and delivery services, and part-time pharmacies can be made to work in areas unable to support a full-time pharmaceutical service. That message was given to last month's annual meeting of members of the Pharmaceutical Society resident in Scotland. Mr R. Mackay, in presenting a review of experimental pharmaceutical services set up in Scotland since 1963, said that 15 collection and delivery services had been set up, but only 10 survived.

The earliest attempt at an official collection and delivery service was at Doune, and it was encouraging. When the sole pharmacy in Doune closed it was arranged that prescriptions be collected at an ironmonger's shop. A locked wooden box is kept on the counter into which patients "post" their prescriptions. The box is taken by bus about midday to one of the two pharmacies in Dunblane (operating a rota), about four miles away.

The dispensed medicines, wrapped up and marked with the patients' names and addresses, are returned in the box, again by bus. The charge for the prescription, if any, is marked by the pharmacist on the outside of the package, and is collected by the shopkeeper at Doune. Notices relating to the service are exhibited at collection points and at doctors' consulting rooms.

Doctor's co-operation

At Salsburgh, the doctor's surgery is used as the collection and distribution point; the prescriptions are dispensed at Newmains and the pharmacist supplies his own van for the service. One of the pharmacist's assistants takes the dispensed medicines to the surgery in the afternoon, waits for three-quarters of an hour to give out the medicines to the persons named on the parcel and collects any charges or obtains signatures on the prescription forms.

If the patient does not collect the medicine within the time, the parcel is locked away until next day, unless the patient has previously advised the doctor that he will not be able to attend. In that case the doctor retains the medicine and the patient collects it when he can.

The Scottish Home and Health Department agreed in January that Executive Councils may reimburse pharmacists for the transport costs involved in operating a collection and delivery service. However, Mr Mackay suggested that collection and delivery services were more useful for an ageing village than for a New Town, when urgent medicines might be required for children.

Turning to part-time pharmacies. Mr Mackay defined them as premises which are open for the whole of the working day, but which are so laid out that the part containing medicines and the dispensary can be locked in the absence of the pharmacist, and the key retained by the phar-

macist. Qualified supervision is exercised and prescriptions are dispensed for only part of the day. At other times, when there is only unqualified assistance the business must be restricted to the sale of commodities such as baby-foods, cosmetics and photographic materials.

"This introduces a difficulty. As you all know, as the law stands at present, any ordinary shopkeeper may sell any medicine provided it is not a Part 1 poison or controlled by the Therapeutic Substances Act. But the law does not regard a pharmacist as an ordinary shopkeeper in this respect. The 1933 Pharmacy & Poisons Act says that the retail sale of drugs in a pharmacy must be under the personal control of a pharmacist.

"It is of course difficult to make the public understand that at certain times of the day they may have to buy medicines from the neighbouring grocery rather than from the part-time pharmacy."

A part-time pharmacy was established in September 1970 at Livingston Station by Mr W. F. Stewart of Bathgate. The population is around 2,300; there are no resident doctors, but a group from the neighbouring town of Blackburn consults daily from 9 am to 10.30 am, except Saturday. A full pharmaceutical service is provided at the pharmacy between 9 am and 1 pm Monday to Friday. From 2 pm to 5.30 pm, and all day Saturday, dispensing and sales of medicines do not take place, but the public can obtain baby foods and cosmetics. Part 2 poisons may also be sold, since the premises are a registered pharmacy and qualified supervision is not required for these articles. A pharmacist is employed part time.

Premises divided

The premises are designed so that when shutters on the medicines counter are closed and the dispensary door locked, there is no access to this part of the building, but an unqualified assistant can still serve in the remainder. "I am told that the public appreciates the service given and has supported the non-pharmaceutical side very well."

Another part-time pharmacy is conducted by Mr Gavin Clyde at Croyton in Ayrshire. Doctors consult in Croyton on Monday, Wednesday and Thursday, 5 to 6 pm, which means that a collection and delivery service on the same day would be impossible. Mr Clyde laid out a part-time pharmacy on similar lines as the one already described. He closes his main pharmacy at Dronan at 5 pm and gives a full pharmaceutical service at Croyton from about 5.10 to 6 pm on the same evenings

as the doctors consult, and on Saturday 12.45 to 1.15 pm. The premises are open for other business from 9 am to 1 pm and 2 pm to 6 pm with an early closing day on Saturday.

"To operate a part-time pharmacy successfully it would seem that the population served must be about 2,000, there should not be too much capital used to buy the premises (fortunately village property may sometimes be bought quite reasonably) and, if the service is operated by one pharmacist only, the doctors' consulting hours should not coincide in the two villages."

Guessing about future development, Mr Mackay predicted more requests from communities for some kind of pharmaceutical service, stimulated by the knowledge that such a service is available, by increases in population in one area, by the closure of a pharmacy in another, by the increasing cost and decreasing frequency of public transport services.

However, statistics showed that "if you have a single pharmacy in a rural area, you are more likely to continue in practice, or be able to sell, than if you are in Glasgow.

"Perhaps we may not need as many collection and delivery services as we at first thought."

Remuneration : new meeting

Arrangements for a meeting with representatives of the Department of Health during the latter part of July, to deal with outstanding remuneration matters, were approved by the Central NHS (Chemist Contractors) Committee recently.

The Committee agreed that a document prepared by its consultants should be made available, together with other documents about remuneration negotiations during the past seven years to the expert witnesses who were currently being asked to act on behalf of the Committee during discussions with the Department.

The Committee's claim for an appreciable increase on the basic price paid for the loan of oxygen equipment, an increase on the professional fee per set for supplying the equipment, an increase on the professional fee per cylinder for supplying the oxygen gas, and an increase on the allowances for delivery, would again be pressed at the meeting.

Further correspondence with the Department on the planning of discount inquiry was reported.

The latest available figures provided the following information:

	Jan. 1971	Jan. 1970
Total number of prescriptions	23,962,074	25,670,553
Total cost	£16,946,155	£15,967,801
Average total cost per prescription	70.72p	149.29d (62.20p)
Average on-cost (after discounting)	3.89p	8.71d (3.63p)
Average fee	14.91p	29.94d (12.48p)

It was decided to make further representations to the Department about the failure of doctors to endorse prescriptions "urgent" in the light of replies received

from the local pharmaceutical committees.

A report was received from the Post Office on the passage of parcels of EC10 forms through the post to pricing bureaux. The recommendation was that "pharmacists should be advised to improve the quality of the packing of their prescriptions. The essential requirements are good quality brown paper securely fastened with string. It would also help, particularly with the larger parcels, if the bundles of prescriptions were wrapped in a piece of corrugated cardboard secured with rubber bands or adhesive tape before the outer wrapping of paper and string was applied. The preliminary inner wrapping would help to secure the contents if the outer wrapping became torn."

The report added that investigations at the Newcastle and Wakefield pricing bureaux suggested that the arrival of damaged packages was almost invariably the result of inadequate packing, many of the parcels examined having been "wrapped in very flimsy paper and fastened only with adhesive tape."

A report was received of further representations on collection and delivery services made to the Department. The importance of providing such services, and the payment for providing them, had again been emphasised.

After lengthy discussions about service committee procedure, it was decided that local pharmaceutical committees would be reminded of the recording procedure available as part of the Drug Testing Scheme.

Initial consideration was given to the consultative document on National Health Service reorganisation in Wales and it was agreed to consider the matter further when the views of the General Pharmaceutical Committee of Wales were known.

Report on Noel Hall progress

A special general meeting of the Guild of Public Pharmacists is to be held in London on Saturday, July 24, at which the membership will receive a full report of the progress of the Noel Hall negotiations.

The decision to call the meeting was taken by the Guild's council last week, after it had been reported that a letter, signed by 20 members of the London branch, had been received requesting such a meeting, and intimating that a motion would be tabled expressing dissatisfaction with the steps taken by the council to keep the membership informed of the progress of salary negotiations.

Particular reference would be made to the assimilation terms in the Noel Hall report.

The council decided that the forthcoming meeting would be asked to approve or reject acceptance of the salary award, the scales for Noel Hall new grades and the assimilation terms (with some amendments) which had been discussed in the subcommittee on assimilation. District members of council were requested to communicate the essential details of these to branches as soon as possible.

It was decided also to put to the special meeting the proposal for a new name for

the Guild, under which it would be registered as a corporate body for fulfilling the requirements for registration under the Industrial Relations Act. The new name proposed is the Guild of Hospital Pharmacists.

In reporting on the negotiations in the assimilation subcommittee Mr J. G. Roberts said that the management side insisted that the assimilation terms were part of the package deal, and that no advance letter would be sent out authorising the payment of the 8 per cent increase in salaries until all the details of the assimilation arrangements had been agreed.

Council expressed grave dissatisfaction at what was felt to be a further example of negotiation under duress.

Mr B. H. Smith was elected president, Mr T. D. Clarke vice-president, Miss J. Greenleaf general secretary, Mr W. Mott treasurer, Mr J. G. Roberts salaries secretary, Mr G. Raine editor and Mr J. R. Peattie assistant general secretary.

Health centres develop in NI

Pharmacists have been "particularly active" during the past year in discussing "the many complex questions" involved in health centre practice, says the Northern Ireland General Health Services Board in its report for 1970-71.

The Board's officers "had many discussions with groups of chemists affected by health centre development," says the report, "and an endeavour is made to make all possible information available to them to assist them in deciding whether or not to participate."

The number of health centres increased from 18 to 22 during the year. And, at March 31, seven more were under construction, 33 were in the "active planning" stage and a further 26 under consideration.

During the year, pharmaceutical services cost £594,314 more than in the previous 12 months, says the report. The number of prescription forms was up by 41,625 to 6,726,570 and the average cost per form increased by 8·6p to £1·206.

Statutory charges payable by patients were down by £21,771, as a greater number of patients were exempt from charges.

Sixty-two dispensing doctors in 46 practices were required to dispense for some of their patients, who, through distance or inadequacy of transport would otherwise have had serious difficulty in obtaining medicines from a chemist. The number of doctors required to dispense was reduced by one, but the number of practices remained unchanged compared with last year.

The number of patients for whom these doctors were required to dispense was 62,247 at March 31, 1971—down 244.

The number of pharmacists providing pharmaceutical services decreased by eight to 589 and the number of pharmacies operated by them also decreased by eight, to 635. The report adds that the number of pharmacies has fallen each year since 1962, in which year the figure at April 1 was 715 premises.

The amount paid to chemists by the

Board during the year was £7,561,372—representing the net amount due to them after deducting £552,861 for charges collected and retained by chemists.

In addition, £8,352 was paid to chemists in Belfast and a number of other towns for the provision of rota service after normal hours.

BMA's suggestions for prescribing practices

Dealing with drug abuse and the prescribing habits of general practitioners, a memorandum, prepared by the Welsh General Medical Services Committee of the BMA, makes the following recommendations on aspects of individual control:

That the quantity of drugs made available to patients in acute episodes of disease should correspond to the intervals between consultations, but that when consultations are necessary at less than a week's interval then the supply period chosen should be no more than a week.

In the instance of maintenance therapy, a prescription should normally not exceed a supply required for one month. Should however consultation requirements be less frequent, the use of post-dated prescriptions should be considered.

Ideally it was considered that doctors should both write and sign every EC10 issued. This is, however, recognised as not being practicable due to the considerable time-saving achieved by ancillary staff filling name and address sections and in the instance of repeat prescriptions copying such details from the existing medical records. Recognising these practices, the committee proposes the advice that doctors adopt the procedure of:

- (a) checking and/or entering dosage instructions and total amounts;
- (b) signing only completed forms;
- (c) utilising a method of writing total amounts in a manner which minimises the risk of change.

Thwarting forgers

The methods advised under proposal (c) were:

- (a) that amounts be written as well as in figures;
- (b) figures used as total should be close-ringed;
- (c) any space on the form not utilised for the prescription should be "lined" out.

That improved sources of information on current drugs and preparations should be encouraged and looked at in terms of continuing education programmes.

Consideration be given to the development of a colour coded treatment card for inclusion in NHS GMS records.

Every effort be made to continue the process of colour coding and marking of drugs and that the N.P. procedure be adopted formally.

Some official scheme for the provision of repeat prescriptions should be investigated.

That at administrative and clerical levels, a reappraisal of the security procedures be set in train on the question of EC10 distribution, storage, etc.

MARKET NEWS

Mercurial prices easier again

London, July 7: Prices of mercury salts were again lower, reflecting the easier tone of the metal. The perchloride at £4·15 kg is down £0·50 kg while the subchloride at £5·25 is down £0·70.

Trading in crude drugs was extremely quiet during the week. Peru balsam, Jamaican ginger and Zanzibar chillies were dearer on the spot and sarsaparilla and Sarawak white pepper for shipment. Chinese menthol moved up a little but Brazilian was lower.

In essential oils Ceylon citronella and lemongrass were lower for shipment while petitgrain in the forward position was nominal.

Pharmaceutical chemicals

Acetomenaphthone: £5·62½ kg for 100-kg.
Adrenaline: (Per g) Synthetic 1-kg lots, £0·059 500 g (£0·067); acid tartrate, 1 kg (£0·44); 500g. (£0·05).
Alcohol: (Per proof gal). Ethyl, fermentation in 2,500 bulk gal lots—plain British spirit £0·225; SVR 96·1 per cent £0·233; absolute 99·5 per cent £0·241; 99·9 per cent £0·245. In drums 900 gal minimum respective prices are £0·238, £0·246; £0·254, £0·258; Synthetic grades are PBS £0·152; 99·5 per cent £0·164 in bulk and £0·165 and £0·177 in drums.
Aloin: 50-kg lots £7·20 kg.
Aminacrine hydrochloride: £30 kg.
Ammonium bicarbonate: £55 metric ton delivered; carbonate lump and powder £88·20.
Ascorbic acid: 50-kg lots £1·80 kg; sodium ascorbate £2·03.
Aspirin: Per metric ton, in 10-ton lots £525; 5-ton £530; 1-ton £540.
Bemegride: BPC £16 kg.
Benzamine lactate: 500-kg lots, £51·15 kg.
Benzocaine: 50-kg lots £1·48 kg.
Brucine: (1-kg lots) alkaloid £21·75; sulphate £17·50.
Calamine: BP £0·62 kg per metric ton.
Calcium lactate: 250-kg £412 per metric ton.
Calcium pantothenate: £5·23 kg; 25-kg, £5·18 kg.
Calcium sodium lactate: metric ton. £709 for 50-kg lots.
Carotene: Suspension 20 per cent £16·67½ kg.
Chloroform: BP from £213·55 per metric ton in 280-kg drums to £222·75 in 36-kg drums.
Chlorophenesin: 50-kg lots £3·62½ kg.
Cyanocobalamin: Up to 200-g lots £2 per g.
Dienoestrol: 5-kilo lots £62·50 kg.
Emetine: hydrochloride £375 kg;—bismuth iodide £212·50.
Ephedrine: (25-kg per kg) alkaloid £11·64; hydrochloride £9·25; sulphate £9·50.
Ferrous gluconate: (Per metric ton) 25-kg lots £600; 250-1,000 kg £554.
Ferrous phosphate: In kegs £0·46 kg.
Folic acid: 1-kg £32; 50-kg £28·29.
Glucose: (Per metric ton in 10-ton lots), monohydrate powder £83·70; anhydrous £156. Liquid 43° Baumé £69 (5-drum lots).
Glycerin: BP spot lots, 5,000-kg £211·60 per metric ton; 1,000-kg £214·55; 250-kg £220·45 kg; under 250 kg. £250 kg.
Hydrogen peroxide: 35 per cent, £130 per 1000-kg in 50-kg containers.

Hydroxocobalamin: £5·25 per g.
Iron ammonium sulphate: 100-kg £205 per metric ton.
Iron and ammonium citrate: (Per metric ton) granules, 50-kg lots £620; 250-kg £602; 50-kg scales £790; green £830.
Iron phosphate: £470 for metric ton 50-kg lots.
Isoprenaline sulphate: 5-kg £16·50 kg.
Mercury salts: Per kg in 50-kg lots and over-ammoniated powder £4·85; oxides-yellow £5·60 and red £6·05; perchloride £4·15; subchloride £5·25; iodide (25 kg lots) £5·15.
Methylated spirits: In 45-gal drums minimum 500 gal, delivered, industrial 66 op £0·302 per bulk gal; perfumery quality £0·35; mineralised £0·316.
Neomycin sulphate: BP 5-kg £27·50 kg.
Nicotinamide: (Per kg) 1-kg £2·12; 25-kg £2·07 50-kg £2·02.
Nicotinic acid: (Per kg) 1 kg £1·93; 50-kg £1·83.
DPanthenol: £9 kg; 5-kg £8·50 kg.
Parachloro-meta-xylene: 50-kg lots £0·90 kg.
Paraffins: (In 6-drum lots per long ton) Liquid BP £139·25; light £121·15. Technical white oils; £105·65 to £123·15. Soft; white BP £103·75 and yellow £79·50. All in non-returnable barrels.
Penicillin: Sterile sodium; potassium or procaine £12·92 per 1,000 Mu for 5,000—25,000-Mu lots.
Phenolphthalein: 250-kg lots £0·94 kg.
Physostigmine: (100-kg lots per kg); salicylate £686·70; sulphate £878·70.
Pilocarpine: 1-kg lots hydrochloride £93; nitrate £91·25.
Potassium citrate: £336 per metric ton.
Potassium permanganate: BP £0·22½ kg technical £0·21½.
Pyridoxine: £6·15 kg; 25-kg £6·05 kg.
Quinidine: Alkaloid (5-kg lots) £42 kg; sulphate (50-kg) £35 kg.
Quinine: (per kg for 85-kg lots) alkaloid £24·40; bisulphate £19·25; dihydrochloride £23·75; hydrochloride £23·50; sulphate £19·40; hydrobromide (15-kg) £25·70.
Riboflavin: £12·76 kg; 25-kg £12·66.
Sodium benzoate: One-metric ton lots £28·33 kg.
Sodium bicarbonate: BP £26·40 per long ton for 8-ton lots in 1-cwt bags delivered.
Sodium carbonate: anhydrous £105 metric ton in 250-kg lots.
Sodium chloride: Vacuum dried £7·40 per long ton in paper sacks for 6-ton lots, ex works.
Sodium citrate: £303 per metric ton.
Sodium perborate: (Per 1,000 kg) monohydrate £283·50—tetrahydrate £139.
Sodium percarbonate: (Per metric ton) £163.
Sodium potassium tartrate: (Per metric ton) 50-kg £287; 250-kg £282; 1,000 kg £278.
Sodium salicylate: 1000-kg lots £0·50 kg.
Sodium sulphate: BP from £35 to £40 per metric ton as to crystal. BP exsiccated £60 ton.
Sodium thiosulphate: £44 per metric ton.
Sorbitol: Powder £335 metric ton, syrup £152, both in 250-kg lots.
Stilboestrol: BP in 25-kilo lots £33 kg.
Streptomycin: Sterile base or sulphate £15 kg for 25-kg lots.
Strychnine: (kg) alkaloid £12·25; sulphate and hydrochloride £10·50.
Terpineol: 50-kg lots £0·49 kg.
Theobromine: Alkaloid £13·50 kg delivered.
Theophylline: (50-kg) BP anhydrous, hydrate and ethylenediamine (aminophylline) £2·13 kg.
Thiamine: Hydrochloride and mononitrate £10·42 kg; 25-kg £10·37.
Thymol: In 1-ton lots £2 per kg.
Vitamin A: Oily 1 m iu per g £6·68 kg; 5 kg £6·58 kg; dried acetate 325,000 iu per g £3·48 kg; 500,000 iu, £4·90.
Vitamin D₂: Powder for tabletting 850,000 iu per g, £17·81 kg; 5-kg £17·75 kg.
Vitamin E: (per kg) £9·25; 5 kg lots £9·15; 25 per cent dry powder £4·29 and £4·69 respectively.
Zinc carbonate: BPC 25-kg sacks £0·26 kg.
Zinc chloride: granular 96·98% £125 metric ton.
Zinc sulphate: monohydrate £69 per 1,000 kg; heptahydrate £44.

Crude drugs

Balsams: (lb) Canada: £1·85 spot; £1·80 cif. **Copaiba:** BPC £0·60; Para £0·40. **Peru:** £1·10; £1·05, cif. **Tolu:** BP £0·70.
Benzoin: BPC, £40 cwt; £37·£45, cif.
Ipecacuanha: Matto Grosso £3·15 lb spot; £3 cif. Costa Rican £3 spot, £2·87, cif.
Menthol: (kg) Chinese spot £6·85; shipment £6·80, cif. Brazilian spot £5·45; £5·35, cif.
Sarsaparilla: Spot nominal; £0·42½ lb, cif.
Turmeric: Madras finger £180 ton; £115 cif.

Essential and expressed oils

Almond: £500 metric ton, c and f, duty paid.
Amber: Rectified spot £0·27½ kg.
Anise: Chinese £1·43 kg spot; £1·38 cif
Bay: £6·60 kg
Bergamot: £9·35·£11·55 kg as to grade.
Birch tar: Rectified £1·75 kg.
Bois de rose: Brazilian £1·87 kg spot; £1·76, cif.
Cade: Spanish £0·42 kg.
Cajuput: Spot £1·21 kg.
Camphor white: £0·30 kg, cif; spot £0·40.
Cananga: Java £8 kg spot.
Caraway: Dutch £5·55 kg; English £15 kg.
Cardamom: English distilled £57·50 kg.
Cassia: Chinese £2·09 kg, cif.
Cedar: Leaf £2·40 kg; wood; American £1·54.
Celery: English £27 kg.
Cinnamon: Ceylon leaf £1·60, cif; Seychelles leaf rectified £2·75; bark. English distilled £97·50.
Citronella: Ceylon £0·92½ kg spot; £0·89, cif, Chinese £1·17 kg spot; £1·09, cif.
Clove: Madagascar leaf £1·20 kg in bond: £1·17 cif. English distilled bud £19·50.
Cod-liver: BP in 45-gal lots £28·79 naked; BSI No. 829 £26·81½ naked, carriage paid.
Coriander: £9·35 kg spot.
Cubeb: English, Scarce at £13 kg.
Dill: £5·70 kg spot.
Eucalyptus: Chinese 80·85 per cent £0·62½ kg in bond £0·57½, cif.
Fennel: Spanish sweet £2·09½ kg.
Geranium: Bourbon £17 kg spot nominal.
Ginger: English distilled to £48 kg.
Juniper: Berry £3·08 kg; wood £0·55.
Lavandin: £2·64 kg.
Lavender: French from £4·04 kg.
Lavender spike: Spanish £3·05 kg in metric ton lots.
Lemon: Sicilian £5·65·£6·95 kg spot.
Lemongrass: £2·07½ kg spot; £1·65, cif.
Nutmeg: East Indian £4·95 kg. English distilled from West Indian £13·65.
Olive: £305·£310 metric ton fob Spain; spot £360·£365 long ton, duty paid. Tunisia £315·£320 metric ton c and f London.
Orange: Sweet from £0·32½ kg; bitter £2·70 £2·90.
Palmarosa: £8·50 kg spot, £8, cif.
Patchouli: Spot £4·25·£4·50 kg duty paid.
Pennyroyal: Spot £1·80 kg.
Pepper: English distilled ex black £37·50 kg.
Peppermint: (Per kg) *Arvensis* Chinese £2·54 spot; £2·39, cif; Brazilian £2·23 spot; £2·20, cif American *piperata* from £3·63.
Petigrain: Paraguay spot £2·80 kg, nominal, cif.
Pine: (kg) *Abietis* £3·57, *Pumilonis* £6; *sylvestris* £1·62.
Rosemary: Spanish £1·50 kg.
Sage: Spanish £1·87 kg spot.
Sandalwood: Mysore spot £13·25 kg. East Indian for shipment £12·50, cif.
Spearmint: American £4·60 kg; Chinese spot £3·50 per kg; shipment £3·30, cif.

COMING EVENTS

Wednesday July 14

North London Pharmaceutical Association, Arnos Arms hotel, Arnos Grove, London, N11, at 7 pm. Annual meeting.

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Advertisements should be prepaid

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Post to John Thelwell, Classified Advertisement Manager, Chemist and Druggist, Bouverie House, 154 Fleet Street London EC4A 2DL Telephone 01-353 3212

Circulation ABC
 July/December 15,879

Situations vacant

Unique Opportunity for a Top Salesman

A newly formed company in the specialised Perfumery supply industry requires a Top Salesman with the potential to become SALES DIRECTOR.

Salary offered will be around £4,000 p.a. with the opportunity to double this within five years.

Essential qualifications are a proven record of selling Perfumery Compounds to the cosmetic and other industries, together with established top level contacts. Candidates, preferably aged 28-40, must be able to devise and execute a marketing plan without supervision.

Applicants should apply, in strictest confidence with full career details to Box No. 1780.

Experienced tablet coater required to take charge of modern coating department. Also experienced tablet machine operators required, good prospects for the right person.

G. O. Woodward & Co.,
 225 Putney Bridge Road,
 Putney,
 London, S.W.15.
 Tel: 870 0971

Wanted

WE WILL PURCHASE for cash a complete stock of a redundant line, including finished or partly finished goods packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel. Park 3137-8 C 140

WANTED — Used tablet machines single and rotary, drying cabinets, electric boiling pans, full details to Masson, 35, Thornton St., Glasgow, N.W.

YOUNG PHARMACIST
 Northern or Scottish graduate preferred, with a sense of responsibility, required as Superintendent to small retail group. Preliminary training if required. Profit sharing and fringe benefits.
 BOX 1779

Please mention C & D when
 replying to advertisements

Trade marks

The Trade Marks set out below were assigned on the 1 April 1971 by E. C. DE WITT & COMPANY LIMITED, of Seymour Road, Leyton, London E10 to AVON COSMETICS LIMITED of Nunn Mills Road, Northampton, WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THEY WERE THEN IN USE.
 Registered No. Trade Mark Goods

647931 GOLD BROCADE Perfume; powder, face creams, bath salts, lotions, complexion milk, and glycerine and rose-water, all being non-medicated toilet preparations; cosmetic preparations for the face and legs, toilet preparations for the hair; toilet soap, bayrum, lipsticks and non-saponaceous shampoos.
 820556 BROCADE Perfumes, bath salts (not medicated) for toilet purposes, and bath essences.

Business for sale

BUSY DRUGSTORE

Chingford area,
 on main rail and bus services.

Audited takings £437 p.w. with good profit margin. Several doctors surgeries nearby suggest potential pharmacy. 5 rooms, 2 kitchens, bathroom vacant above. Lease at only £550 p.a. Strongly recommended. £4,500 plus s.a.v.

Also other shops available.

Christie & Co.

32 Baker St., London W1M 2BU.
 Tel: 01-486 4231 (12 lines).

For sale

LABELS

SELF-ADHESIVE AND GUMMED

For further information on sizes and prices contact
 James Townsend & Sons Ltd
 Specialist Label Printers
 PO Box 12 Western Way Exeter EX1 2AB

FASHION JEWELLERY

Jodez (Manchester) Ltd.
 9 Sugar Lane & 34 Shudehill
 Manchester 4. DEAnsgate 6564

Largest and most exclusive selection of Necklets, Brooches, Chainbelts, Dress Rings, Earrings (all types) Hair-Ornaments, etc. Limited quantity of clearing lines available, parcels from £5.0.0 and upwards.

Classified advertisements

Hospital appointments

HAMMERSMITH HOSPITAL
AND THE ROYAL
POSTGRADUATE MEDICAL
SCHOOL

Du Cane Road, London, W.12.

LOCUM PHARMACIST

required as soon as possible at the above large postgraduate teaching hospital for several weeks. Salary £33 per week.

Applications to Chief Pharmacist (01-743 2030, ext. 37).

PHARMACIST

required on part-time mornings only sessional basis. Further details on direct inquiry to Chief Pharmacist Brookwood 2446 Extension 34.

Applications naming two referees to be sent to Group Secretary, Brookwood Hospital, Knaphill, Woking, Surrey.

CONNAUGHT HOSPITAL ORFORD ROAD, E.17 9LW

Pharmacy Technician

(Apothecaries' Hall Certificate or equivalent City & Guilds) Whitley Council Conditions. Post vacant immediately. Applications to Hospital Secretary. Tel: 01-520 2233.

ILFORD AND DISTRICT HOSPITAL MANAGEMENT COMMITTEE

Group Pharmacy SENIOR PHARMACIST

This is a group post with duties at Barking Hospital, Upney Lane, Barking, Essex, and King George Hospital, Whitley Council salary and conditions of service. Apply to Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

Royal Free Hospital

Gray's Inn Road,
London, W.C.1

LOCUM PHARMACIST for above Hospital commencing 16th August 1971. Single accommodation available. Salary £31.25 per week plus London Weighting. Applications naming two referees to Group Chief Pharmacist.

Shop fittings

SHOPFITTINGS — Manufacturers of chemists fittings offer Special Terms to chemists opening or refitting in July, Aug., and Sept., willing to act as show installations for new range of display shelving, showcases, counters and check-out units. Usual H.P. facilities. Limited amount of three year rental available. Rocano Ltd., St. Paul Street, Bristol 2. Tel.: Bristol 40328.

BERG MOTION SHOWCASES

create a refined merchandising persuasion that — SELLS. Plus pilferage protection. Terms: cash, lease or h.p. Send for a brochure to:

Samuel M. Steel,
2, Laurel Grove, Galashiels,
Selkirkshire.

Phone: 0896-3360

Protect your price list

Plastic covers for the *Chemist & Druggist* Quarterly Price List are obtainable at 6s each from A. A. Golding, Subscription Dept., Summit House, Glebe Way, West Wickham, Kent, tel: 777-8271. Crossed-Postal Order with your order please.

ORDER FORM

COPY DATE 4 pm Tuesday prior to publication date.

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CIRCULATION A.B.C. July/Dec., 1970, 15,879

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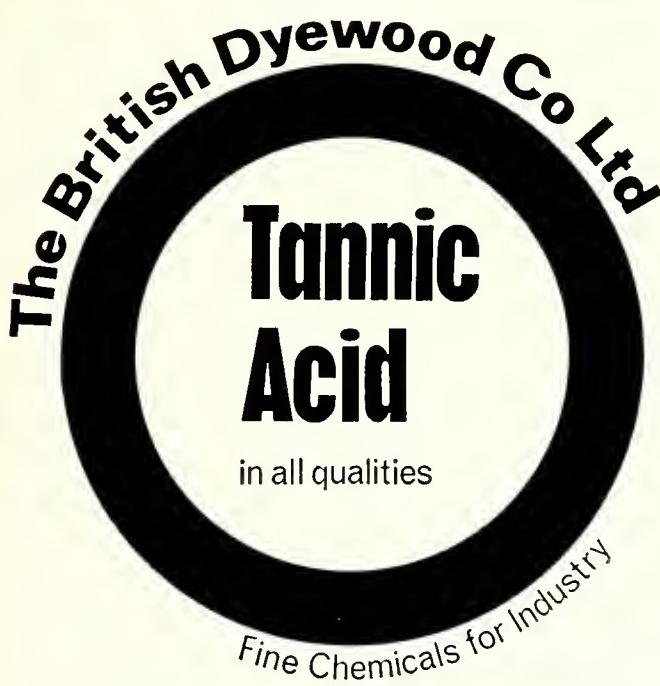
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TEL:



The British Dyewood Company Ltd
Head Office, 19 St. Vincent Place, Glasgow C1.
Tel: CENTral 4425
10 Victoria Street, Liverpool 2.
Tel: CENTral 5272

No toil, no trouble, no boil, no bubble

for you or your customer

UNICAN

with just $22\frac{1}{2}$ ozs of sugar, 17 pints of water

makes 16 pints of first class beer

and is the self contained answer to your stocking problems —
no hydrometers, no fermentation locks, no siphoning tubes, etc.

UNICAN for BEER offers a choice of
Lager, Light Ale, Bitter Ale, Brown Ale and Stout
also UNICAN for WINE now with a choice of 16 types

Available through the 40 main Chemist Wholesalers, or write to
Monks' Home Brews Ltd., for details of DISPLAY CASES for
which special discounts are available.

MONKS' HOME BREWS LTD., NORDRACH HOUSE, STAPLE HILL, BRISTOL BS16 4QF
The associated company of Grey Owl Laboratories Ltd.

VANQUIN*

(viprynum embonate, Parke-Davis)

supersedes piperazine salts in threadworm infestation

supersedes piperazine because it is vermicidal to
threadworms and achieves a cure rate of virtually 100%
with a single dose.

'Piperazine salts are also effective against enterobiasis,
but have been largely superseded by viprynum
embonate'. (*Brit. Med. J.*, 1:676, 1970)

There is a big VANQUIN Bonus in operation at present —
ask your Parke-Davis representative for details.

Available as tablets and suspension.

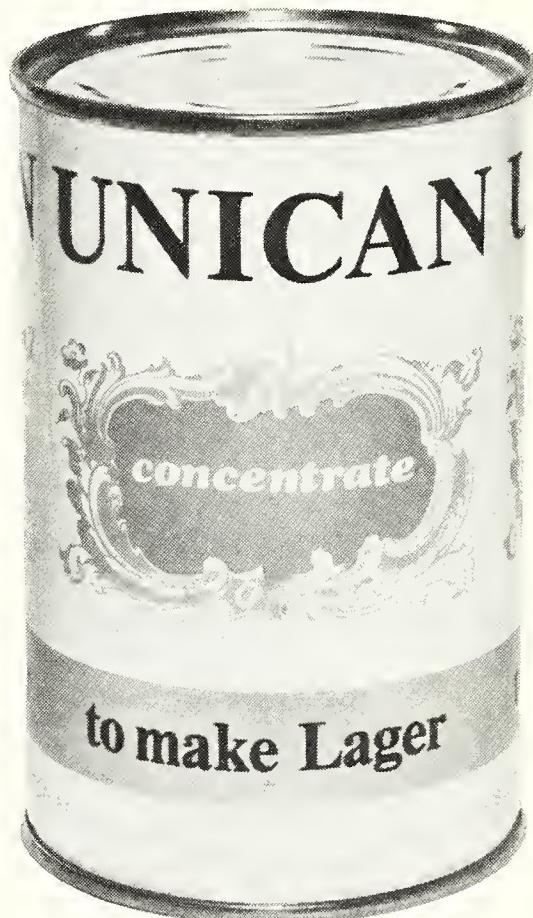
Further information is available on request.

PARKE-DAVIS

Parke, Davis & Co. (Inc. USA, Liability Ltd.),
Hounslow, Middlesex. Tel. 01-570 2361

*Trademark

3331 (CD)-71-UK



Bidex has grown two new fragrances.

Order now at
special bonus terms

Now Bidex Spray Mist comes in three different fragrances. The original pink-and-white best-seller with the *Naturelle* fragrance is joined by *Fraîche* in a lilac-coloured aerosol and *Délicate* in soft yellow.

Order quickly, while the additional bonus applies.

Look out, too, for new developments in Bidex Spray Talc and Bidex sachets. They're all part of the dynamic growth of Bidex, the fastest-growing brand in a market that's almost doubling every year.

All day Bidex.

It's growing fastest.

